A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 20, 1967

INSTANT TRADE LISTS BY COMMERCE COMPUTER

International Trade Winds

Company News

AUTOMATIC CONTROLS—Robertshaw Controls Co., Richmond, has announced new operations in Australia, Brazil, France, and Italy, with new plants planned or under construction, and expansion of present facilities. The firm's Australian subsidiary will triple its size with a new plant near Sydney. The Brazilian branch will enlarge its plant at Caxias do Sul, while in France a new plant will be constructed near Paris. New buildings in Italy will consolidate facilities formerly widely separated.

CONSTRUCTION ENGINEERING—Arthur G. McKee & Co., Cleveland, and its affiliate, Compagnia Technica Industrie Petroli, S.p.A., Rome, have announced that their future contracting activities in France will be served by a jointly-owned company, Compagnie Technique McKee-CTIP, with headquarters in Paris. Previously negotiated contracts will be completed by the individual firms.

BANKING—The Bank of America, San Francisco, will open a second Nigerian branch office in Port Harcourt, the African nation's second largest port and the center of one of the world's fastest growing oil production regions. The branch will be the only office of an American bank in Port Harcourt, bringing the total of Bank of America overseas branches to 45.

INDUSTRIAL SANITATION—The Torit Corp., St. Paul, Minn., has licensed Harvey Fabrication, Ltd., London, to manufacture and sell Torit's line of industrial dust collectors in the United Kingdom. The British firm is a subsidiary of G. A. Harvey & Co. (London), Ltd. Torit now has representatives in most major countries, and has licensees in Italy, Germany, Mexico, and Australia.

CERAMIC PRODUCTS—Corning Glass International, S.A., has established its European headquarters at Brussels. The company is a subsidiary of Corning Glass Works, Corning, N.Y., a worldwide manufacturer of specialty glass and ceramic products. Corning products are sold in Europe through offices at Zurich, Milan, and Brussels.

Newsletter

Threaded studs welded onto Japanese cookware to serve as handle fasteners (no holes in the pan surface) are another sign of the success of the recent industrial hand tool show at the Tokyo U.S. Trade Center. Omark-KSM Division sold the welding unit to Fuji Aluminum Co. Its officials reported after the show that Japan, with its swiftly growing shipbuilding and metalworking industries, is one of the strongest undeveloped markets for stud welding equipment and fasteners.

Bangkok, the site of the U.S. Trade Center in southeast Asia, got further recognition as a business hub of that part of the world at a recent National Cash Register Co. sales conference. The company brought in 250 salesmen from 13 Asian lands and confirmed the attractiveness of Bangkok as the continent's newest convention city. New meeting rooms and handy exhibit space at the Asian International Trade Fair complex round out its other trade and travel advantages, say U.S. Commercial Officers.

Cutting the time-space gap between overseas buyers and U.S. products is the aim of Keller Publishing Corp.'s new "Directory of Distributors" feature in their trade monthlies, Reportero Industrial/World Industrial Reporter. Directory listings by country and city give the overseas readers of the magazines' advertisements a systematic quick-reference to the representatives near at hand.

It's time to plan activities for World Trade Week, just ahead in May. Here is what Baltimore, for one city, has on its schedule: free public tours of the harbor, taking groups of 400 for a two-hour trip; a special welcome for each merchant ship arriving at Baltimore during the week; a special port tour for Ambassadors to the U.S., with an inspection of a containership at its terminal; talks by maritime industry leaders at civic and professional clubs.

Canada has a new booklet "How to Win World Markets" that offers 28 ways to build ESP--Export Selling Power. Up to now, say the Canadians, all the how-to-do-it handbooks available to Canada's prospective exporters have been those aimed primarily at the U.S. or Britain. One important thing is parallel to Commerce's handbooks: the spotlight is on actual experiences by companies large and small.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Automated data processing techniques will soon make the commercial intelligence files of the Bureau of International Commerce even more useful to American exporters than they have been. Commerce Trade Lists, guides to companies dealing in a specific product category within a given country, are now being computer-compiled from World Trade Directory Reports gathered overseas by U.S. Foreign Service officers. Thus, almost "instant" identification of overseas sales prospects for U.S. products can be provided. The first such lists, covering 14 countries, are presented on Pages 2-9.

March 20, 1967

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Number 12

International Commerce

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Special Report

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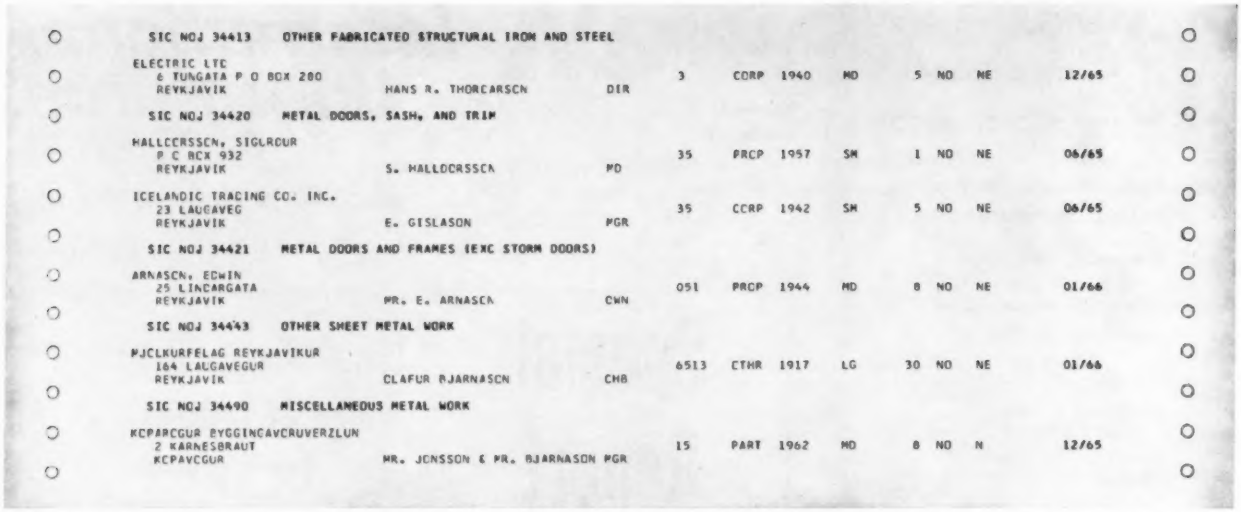


SIC NOJ 34413 OTHER FABRICATED STRUCTURAL IRON AND STEEL

ELECTRIC LTD
6 TUNGATA P O BOX 280
REYKJAVIK — HANS R. THORCARSCN — DIR — 3 CORP 1940 MD 5 NO NE 12/65

SIC NOJ 34420 METAL DOORS, SASH, AND TRIM

HALLCORSSCN, SIGURDUR
P C BCX 932
REYKJAVIK — S. HALLDORSSCN — PD — 35 PRCP 1957 SM 1 NO NE 06/65

ICELANDIC TRADING CO. INC.
23 LAUGAVEG
REYKJAVIK — E. GISLASON — PGR — 35 CORP 1942 SM 5 NO NE 06/65

SIC NOJ 34421 METAL DOORS AND FRAMES (EXC STORM DOORS)

ARNASCN, EDWIN
25 LINDARGATA
REYKJAVIK — PR. E. ARNASCN — CWN — 051 PRCP 1944 MD 8 NO NE 01/66

SIC NOJ 34443 OTHER SHEET METAL WORK

PJCLKURFELAG REYKJAVIKUR
164 LAUGAVEGUR
REYKJAVIK — CLAFUR BJARNASCN — CHB — 6513 CTHR 1917 LG 30 NO NE 01/66

SIC NOJ 34490 MISCELLANEOUS METAL WORK

KCPAVCGUR BYGGINGAVCRUVERZLUN
2 KARNESBRAUT
KCPAVCGUR — MR. JCNSSON & PR. BJARNASCN — PGR — 15 PART 1962 MD 8 NO N 12/65

SEGMENT OF ICELAND TRADE LIST: capsule data on right is a numerical business code, type of organization, year established, size, employees, whether it has U.S. representation, languages of correspondence (NE—native and English) and the date of the source WTD information.

NEW SERVICE TO EXPORTERS

'Instant' trade lists now produced by computer

Automation gives speedier identification of overseas buyers of U.S. products

By VAN H. SEAGRAVES
Office of Publications and Information, DIB

A Philadelphia manufacturer of metal laminations for electric motors and electronic equipment wanted the names of potential sales agents in Belgium and Germany, two of the most promising overseas markets for his products. He needed this information quickly, before his sales manager left for Europe.

In response to his request for assistance, the U.S. Department of Commerce tested its newest resource for identifying overseas buyers of American products—the computer. Through the use of automated data processing, a tailor-made Trade List of nine prospects in the two countries—including detailed background information on each firm—was provided within a day.

The nine prospects were selected from among the more than 5,000 Belgian and German companies on which Commerce's Bureau of International Commerce has current, detailed commercial data. BIC picked firms that were:

► Major Distributors or agents selling electronic components and accessories only to manufacturers of electric motors and electronic equipment.

► Not already representing American competitors of the Philadelphia company.

The test illustrated how automated data processing techniques will soon make BIC's commercial intelligence files even more useful to American exporters. As the Bureau converts these files to computer processing, it will be able to print-out selective Trade Lists of foreign buyers for most of the Free World nations, based on the specific needs of American traders.

Specific categories

A Commerce Trade List is a guide to companies dealing in a specific product category within one country. In addition to providing names and addresses, a list shows relative size of each firm, individual products handled, territory covered and size of sales force.

These Trade Lists have been compiled from automated data available to the Department of Commerce in its World Trade Directory (WTD) files. They are the first products of a program initiated recently by the Bureau of International Commerce to automate certain useful data contained in WTD reports, which contain detailed information on the commercial activities, competence and reliability of specific foreign firms. They are prepared overseas by U.S. Foreign Service officers.

By adopting automated data processing techniques, Commerce is now able to define product categories more sharply and to provide more specific current information on the individual companies, since all are included in its World Trade Directory reports—possibly the world's largest file of commercial intelligence data.

The WTD reports, available to American traders seeking information on specific overseas firms, provide data on a company's size, products handled, sales territory, names of owners and officers, capital, sales volume and commercial reputation.

Before the automated Trade Lists are

fully available on a worldwide basis, the tens of thousands of WTD reports must be transcribed for automatic data processing. The changeover has now been accomplished for 14 countries: the five Scandinavian countries, all of the European Common Market except France and Italy, and the Central American Common Market countries. Data for other major U.S. trading partners is being automated as rapidly as possible.

Trade Lists for other countries will be announced as they become available. Data on Australia, France, Greece, Italy, Japan, Mexico, Philippines, United Kingdom and Venezuela are expected to be ready soon.

The firms included in each Trade List are listed separately under each applicable Standard Industrial Classification (SIC) code, together with the corresponding commodity or other appropriate title used in compiling the list. Therefore, the names of firms will appear under as many commodity categories as may be applicable.

Listed by SIC

In the new Trade Lists, products purchased, sold or manufactured by overseas firms are defined, for the first time, by specific product classes corresponding to five-digit Standard Industrial Classification codes. Whether the metal laminates are intended for electric motors in Finland or Thailand, they will bear the same identifiable SIC number of 36795.

In addition, commodity categories are defined more precisely.

Take the case of an American firm interested in exporting paper products to Germany.

In the old type of Trade List, German firms importing such products are listed in a broad category of office supplies and equipment, paper and stationery. Today there are two separate Trade Lists covering only the paper and stationery portion of the old category. One of the new Trade Lists identifies 134 German firms dealing in pulp and basic milled paper. Another provides data on 163 companies dealing in converted paper and paperboard. In addition, the overseas firms are grouped within each list according to the specific products they are buying, manufacturing or selling.

In the pulp and basic milled paper category for Germany the 134 companies are listed separately by such SIC product classes as alpha and dissolving wood pulp, newsprint, book paper, fine paper, coarse paper, sanitary tissue stock and nine other product classes within this one Trade List. Where a foreign company is handling one or more of these separate products, its name will appear in each of the applicable five-digit SIC categories on a Trade List.

As print-outs from the WTD files, the Trade Lists will reflect the most current information available in Commerce's Commercial Intelligence files. Typically, a WTD report is less than 12 months old.

Basing the new type of Trade List on the WTD reports has another important advantage. In scanning a Trade List, the exporter is likely to pick out several promising prospects as trade contacts. But, he wants more information on the firms. Simply by checking the prospects' names on the Trade List and returning it to Commerce, the exporter may order a complete WTD report on each of his prospects, costing $2 for each individual firm report. The automated systems will eliminate costly delays and in many cases reduce the cost of obtaining detailed data on foreign trade contacts.

The new Trade Lists will provide commercial intelligence on foreign firms dealing in nearly all of the American industrial, agricultural and mineral products for which there is a demand in world markets. The Trade Lists that are available are shown on pages 4-9. They may also be obtained at Commerce's Field Offices or by writing to the Bureau of International Commerce—916, U.S. Dept. of Commerce, Wash., D.C. 20230.

While the new Trade Lists define products much more sharply than in the past, BIC officials see a growing need to go one step further in providing tailor-made Trade Lists to meet specific requests.

A U.S. exporter of welding equipment and supplies, to take one example, found that his products were purchased by companies on some 12 Trade Lists. If he were looking for customers in 15 countries he would have to buy and pore over about 180 different Trade Lists. Soon the computer will be able to take on this chore, and he can receive a special list of those companies dealing in welding supplies.

As industrial technology advances it often becomes more difficult to define or pinpoint markets for new products and services. Today, for example, electronic components are being used in dozens of new product areas. A decade ago the laser was heralded for its value in medicine. Today it also is finding important uses in such diverse fields as metal working and communications.

Keeping up with technological change and uses for new product is vital. This area often provides the best and the most profitable markets for U.S. exporters. In using the symbol of this age—the computer—Commerce is confident it can more effectively help American business serve a rapidly changing world.

U.S. exporters can purchase the trade lists included in the following section for $1 apiece from the Bureau of International Commerce or from any of the Commerce Department's 42 field offices.

A check for the proper amount, made payable to the Department of Commerce, or the requesting firm's Government Printing Office account number, must accompany each order for Trade Lists. The lists will be printed according to the demand from U.S. firms and disseminated by June 1.

PINPOINTING MARKETS BY TECHNOLOGY, Commerce can provide fast sales leads to U.S. exporters.

PAGE 1 OF 3

FORM IA-341 (REV. 5-66)

SAMPLE

U.S. DEPARTMENT OF COMMERCE
BUREAU OF INTERNATIONAL COMMERCE

WORLD TRADE DIRECTORY REPORT

This report, submitted by the American Foreign Service, under the direction of the Secretary of State, is transmitted in confidence. No responsibility can be assumed by the Government or its officers for any transactions had with any persons or firms herein mentioned. The report is not for publication. All correspondence relating to information in this report should be conducted with the Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C. 20230.

(Dept. Use Only) *(Items 2 and 3)*

1. Country name: GERMANY
2. Country code:
3. Serial number:

4. Firm name: XYZ Company
5. Street address and P.O. Box No.: P.O. BOX 1928
6. City and State, Prov., Dept., etc.: 509 LEVERKUSEN
7. Type of organization *(Check one)*: Proprietorship ☐ Corporation ☐ Partnership ☐ Other ☐ *(See item 28)*
8. Year established: 1926
9. Number of salesmen: 10
10. U.S. Rep.? *(See item 26a)* Yes ☐ No ☐
11. Working capital *(Local currency)*: 9000000
12. Sales volume *(Local currency)*: 190000000
13. Number of employees: 280
14. Relative size: Very large ☐ Large ☐ Medium [X] Small ☐ *(In industry in local area)*

19. Product Description, SIC and Business Codes - Up to 15 different products can be listed below; for each product enter the product name, SIC code, and up to five business codes. The business codes to be used are as follows:

0 Manufacturer
1 Retailer
2 Agent (sales or indent)
3 Distributor (incl. wholesale)
4 Exporter
5 Importer
6 Cooperative
7 Engineering
8 Construction
9 Other *(Specify in Item 28)*

	Description of Product	SIC Code	Business Codes
A.	Coarse paper: wrapping	26216	04
B.	Special paperboard	26315	35
C.	Foamed plastics products	30792	0
D.	Paper - Industries machinery	35540	5
E.			
F.			

28. Narrative Description of Firm (Note: For importers and distributors, the following factors should be covered whenever possible: location of business, description of building, adequacy of showrooms, technical personnel, servicing and distribution facilities, advertising and sales promotion policies, credit reputation and record, and officers' overall impression of firm. For manufacturers and exporters, the following factors should be covered, as applicable: purchasing and sales policies, plant and production capacities, description of plant equipment and facilities, indication of servicing and distribution facilities, credit reputation and record, nature and description of joint ventures and licensing arrangements). Whenever possible, latest annual report should be submitted as an enclosure, or in lieu thereof the net worth of the firm, if obtainable, should be given.

According to banking and other sources, the financial situation of the firm is sound and commitments are met promptly. The firm owns considerable real estate, including plant buildings and 18 housing units valued at DM 9.3 million. Investments in production machinery are valued at DM 8.7 million. Current inventories amount to DM 1.8 million. The general partners are competent, energetic businessmen enjoying good reputations in the business community. The firm has an aggressive sales force which sells coarse paper and special paperboard products throughout Germany.

29. Post's Evaluation of Firm *(See item 18)*:

The firm is recommended as a suitable contact for American firms.

30. Preparing Post: American Consulate General, Dusseldorf

☆ U.S. GOVERNMENT PRINTING OFFICE: 1966—220-730

SOME OF THE MAJOR ELEMENTS in a WTDR, from which the BIC computer's trade lists are compiled.

Order lists by country aind number.

Belgium-Luxembourg

Number	*Title*	*Number of Names in List*
1	General trading firms	16
2	Commercial farms and farm products	53
3	Construction contractors; architects and engineers	44
4	Arms and ammunition	21
5	Meat, poultry and eggs	78
6	Dairy products	68
7	Canned, preserved and frozen foods	134
8	Grain mill and bakery products	123
9	Sugar, confectionery and beverages	124
10	Oils (animal, fish and vegetable), coffee and specialty foods	110
11	Tobacco and tobacco products	36
12	Weaving mill products	182
13	Knitting mill products; dyeing and finishing; carpets and rugs	87
14	Yarns and thread; miscellaneous textile goods	119
15	Men's, youths' and boys' clothing and furnishings	91
16	Women's, misses', Juniors', children's and infants' wear; hats, caps and millinery	110
17	Fur goods; gloves and mittens; robes and dressing gowns; rainwear and other fabricated textile products	113
18	Lumber and wood products (excluding furniture	146
19	Furniture and fixtures	90
20	Paper and allied products	199
21	Published and printed materials	111
22	Chemicals, industrial organic and inorganic	179
23	Plastics materials and synthetic resins; synthetic rubber; synthetic and other man-made fibers (except glass)	129
24	Drugs	91
25	Soap, detergents and cleaning preparations; perfumes, cosmetics and other toilet preparations	103
26	Paints, varnishes and allied products; gum and wood chemicals	54
27	Agricultural chemicals; miscellaneous chemical products	144
28	Petroleum and petroleum products	78
29	Rubber products	75
30	Plastic products	104
31	Leather and leather products	92
32	Glass and glassware	66
33	Stone and clay products (cement; pottery; gypsum; concrete and stone products)	161
34	Primary metals and metal products—iron and steel	141
35	Primary metals and metal products—non-ferrous; miscellaneous primary metal products	102
36	Cutlery, hand tools, and general hardware	134
37	Heating apparatus (except electrical) and metal plumbing fixtures	145
38	Fabricated structural metal products	144
39	Industrial fasteners; metal stampings, coating and engraving; miscellaneous fabricated metal products	147
40	Machinery, non-electrical; engines and turbines; farm machinery and equipment	97
41	Machinery, non-electrical: construction machinery and equipment	79
42	Machinery, non-electrical; mining and materials handling machinery and equipment	125

43—Machinery, non-electrical; metalworking machinery and equipment, 235
44—Machinery, non-electrical; special industry machinery (except metalworking), 141
45—Machinery, non-electrical; general industrial machinery and equipment, 182
46—Office, computing and accounting machines, 45
47—Service industry machines; carburetors, pistons and other machine shop products, 129
48—Electric transmission and distributor equipment (including electrical measuring and testing equipment), 82
49—Electrical industrial apparatus, 113
50—Household appliances, 116
51—Electric lighting and wiring equipment, 86
52—Electronic equipment for home entertainment; phonograph records and tapes, 101
53—Communication equipment, 95
54—Electronic components and accessories; batteries; x-ray and electro-therapeutic equipment; electrical equipment for internal combustion engines; other electrical machinery, equipment and supplies, 133
55—Transportation equipment, 135
56—Instruments—engineering, laboratory, scientific and research, measuring and controlling; optical instruments and lenses, 137
57—Surgical, medical and dental instruments and supplies; ophthalmic goods, 78
58—Photographic equipment and supplies; watches and clocks, 44
59—Jewelry, silverware and plated ware; musical instruments, 29
60—Toys, amusement, sporting and athletic goods, 46
61—Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 146

Netherlands

Number	*Title*	*Number of Names in List*
1	General trading firms	10
2	Commercial farms and farm products	37
3	Meat, poultry and eggs	68
4	Dairy products; canned, preserved and frozen foods	102
5	Grain mill and bakery products	96
6	Sugar, confectionery and beverages	117
7	Oils (animal, fish and vegetable), coffee and specialty foods	135
8	Tobacco and tobacco products	33
9	Weaving mill products	175
10	Knitting mill products; dyeing and finishing; carpets and rugs; yarns and thread; miscellaneous textile products	165
11	Men's, youths' and boys' clothing and furnishings	63
12	Women's, misses', juniors', children's and infants' wear; hats and caps	137
13	Fur goods; gloves and mittens; robes and dressing gowns; rainwear and other fabricated textile products	103
14	Lumber and wood products (excluding furniture)	81
15	Furniture and fixtures	71
16	Paper and allied products	158
17	Published and printed materials	115
18	Chemicals, industrial organic and inorganic	196
19	Plastics materials and synthetic resins; synthetic rubber; synthetic and other man-made fibers (except glass)	98
20	Drugs	78
21	Soap, detergents and cleaning preparations; perfumes, cosmetics and other toilet preparations	108
22	Paints, varnishes and allied products; gum and wood chemicals	62
23	Agricultural chemicals; miscellaneous chemical products	127
24	Petroleum and petroleum products	36
25	Rubber products	119
26	Plastics products	101
27	Leather and leather products	96
28	Stone, clay and glass products	163
29	Primary metals and metal products—iron and steel	106
30	Primary metals and metal products—non-ferrous; miscellaneous primary metal products	71
31	Cutlery, hand-tools and general hardware	115
32	Heating apparatus (except electrical) and metal plumbing fixtures	87
33	Fabricated structural metal products	118
34	Industrial fasteners; metal stampings; miscellaneous fabricated metal products	133
35	Machinery, non-electrical: engines and turbines; farm machinery and equipment	118
36	Machinery, non-electrical: construction, mining and materials handling machinery and equipment	163
37	Machinery, non-electrical: metalworking machinery and equipment	170
38	Machinery, non-electrical: special industry machinery (except metalworking)	200
39	Machinery, non-electrical: general industrial machinery and equipment	211
40	Office, computing and accounting machines: service industry machines; carburetors, pistons and other machine shop products	147
41	Electrical transmission and distributor equipment (including electrical measuring and testing equipment)	90
42	Electrical industrial apparatus	105
43	Household appliances	82
44	Electric lighting and wiring equipment	71
45	Electronic equipment for home entertainment; phonograph records and tapes	87
46	Communication equipment	74
47	Electronic components and accessories; batteries; x-ray and electro-therapeutic equipment; electrical equipment for internal combustion engines; other electrical machinery, equipment and supplies	122
48	Transportation equipment	188
49	Instruments—engineering, laboratory, scientific and research, measuring and controlling; optical instruments and lenses	120
50	Surgical, medical and dental instruments and supplies; ophthalmic goods	57
51	Photographic equipment and supplies; watches and clocks	34
52	Jewelry, silverware and plated ware; musical instruments; toys, amusement, sporting and athletic goods	76
53	Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products	128

Germany

Number	*Title*	*Number of Names in List*
1	Commercial farms, farm products and agricultural services	87
2	Construction contractors and engineering services	84
3	Arms and ammunition	40
4	Meat, poultry and eggs	159
5	Dairy products	105
6	Canned, preserved and frozen foods	230
7	Grain mill and bakery products; animal feeds	204
8	Sugar, confectionery and beverages	193
9	Oils (animal, fish and vegetable); coffee; specialty foods (including spices)	216
10	Tobacco and tobacco products	24
11	Broad woven cotton, synthetics and wool; narrow woven fabrics	295
12	Knitting mill products; dyeing and finishing; carpets and rugs	142
13	Yarns and thread; miscellaneous textiles	125
14	Men's, youths' and boys' clothing and furnishings	144
15	Women's, misses' and juniors' outerwear	286
16	Women's, misses', children's and infants' undergarments; hats, caps and millinery	154
17	Girls', children's and infants' outerwear; fur goods; miscellaneous apparel & accessories	179
18	Miscellaneous fabricated textile products (house furnishings, curtains, drapes, towels, bags, trimmings, diapers, etc.)	173
19	Logs, bolts and pulpwood; sawmill and planing mill products	212
20	Millwork, veneer plywoods and prefabricated structural wood products	232
21	Wooden containers and miscellaneous wood products	114
22	Furniture and fixtures (office, home and public buildings—metal and wood)	197
23	Pulp and basic milled paper	132
24	Converted paper and paperboard products (except containers and boxes)	163
25	Paperboard containers and boxes; building paper	97
26	Publications (books, magazines, periodicals, etc.) and printed matter (forms, greeting cards, labels, etc.)	226
27	Industrial chemicals	394
28	Plastics and synthetic resins; rubber and man-made fibers	225
29	Drugs	222
30	Soap, detergents and cleaning agents; perfumes, cosmetics and other toilet preparations	194
31	Paints, varnishes and allied products; gum and wood chemicals	105
32	Agricultural chemicals; miscellaneous chemical products (glue, gelatin, ink, salt, fatty acids and essential oils)	290
33	Petroleum and petroleum products	165
34	Rubber products	176
35	Plastic products	262
36	Leather and leather products	234
37	Glass and glassware	100
38	Stone and clay products (cement, pottery and other clay: concrete, gypsum, plaster and stone products)	198
39	Abrasive, asbestos and miscellaneous non-metallic mineral products	148
40	Primary metal products—iron and steel (smelted, rolled and finished)	236
41	Primary metal products—non-ferrous; miscellaneous primary metal products	203

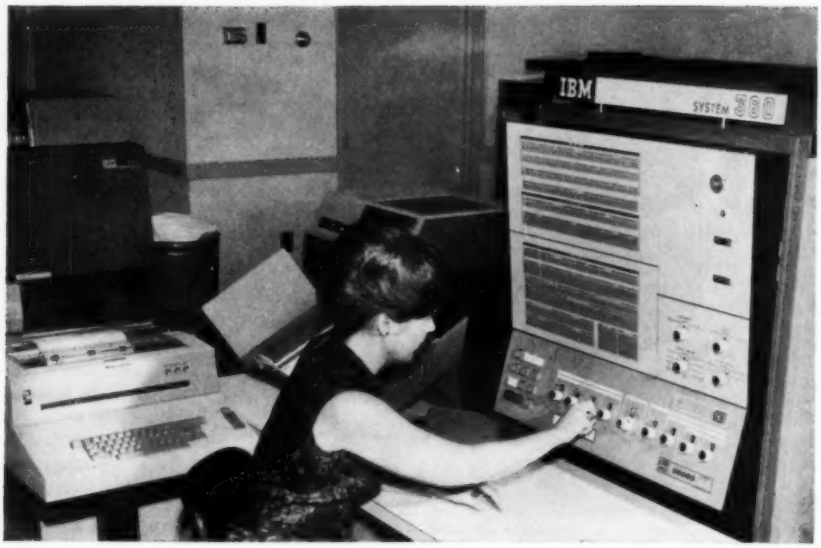
42—Metal cans, cutlery, non-powered hand tools and general hardware, 219
43—Heating apparatus (except electrical) and metal plumbing fixtures, 184
44—Fabricated structural metal products, 203
45—Industrial fasteners; metal stampings, coating and engraving; miscellaneous fabricated wire products, 147
46—Miscellaneous fabricated metal products, 138
47—Non-electric machinery: engines, turbines; farm machinery and equipment, 231
48—Non-electrical machinery: construction equipment, 267
49—Non-electrical machinery: mining and material handling machinery and equipment, 260
50—Non-electrical machinery: machine tools and accessories, 430
51—Non-electrical machinery: other metalworking machinery (rolling mill, welding, automotive maintenance equipment and power hand tools), 237
52—Non-electrical machinery: food industry machinery, 213
53—Non-electrical machinery: textile industry machinery, 162
54—Non-electrical machinery: woodworking and paper industry machinery, 164
55—Non-electrical machinery: printing machinery, 163
56—Non-electrical machinery: chemical, foundry, plastics, rubber and other specialty industry machinery, 313
57—Non-electrical machinery: pumps, air and gas compressors, and pumping equipment, 361
58—Ball and roller bearings; blowers, exhausts and ventilating fans; industrial patterns; industrial processing furnaces and ovens; other industrial machinery, 324
59—Office, computing and accounting machines, 186
60—Vending, commercial laundry and dry cleaning, and commercial refrigeration equipment, 281
61—Measuring and dispensing pumps; catering equipment and other service industry machinery; carburetors, pistons and other machine shop products, 209
62—Electrical transmission and distributor equipment (including measuring and testing equipment), 347
63—Electrical industrial apparatus (motors, generators, controls, electrodes, etc.), 379
64—Household appliances, 331
65—Electrical lighting and wiring equipment, 247
66—Electronic equipment for home entertainment; phonograph records and tapes, 261
67—Communication equipment; electronic components and accessories, 445
68—Batteries; X-ray and electro therapeutic equipment; electrical equipment for combustion engines, 195
69—Transportation equipment, parts and accessories: (motor vehicles, aircraft, boats and ships, railway equipment, motorcycles and bicycles, trailers and others), 334
70—Professional, scientific and controlling instruments, 321
71—Optical instruments and lenses; surgical, medical and dental instruments and supplies, 213
72—Ophthalmic goods; photographic equipment and supplies; watches and clocks, 107
73—Jewelry, silverware and plated ware; musical instruments, 70
74—Toys, amusements, sporting and athletic goods, 79
75—Pens, pencils and other office and artists' materials, 33
76—Costume jewelry, costume novelties, buttons and miscellaneous notions, 57
77—Miscellaneous manufactured products (brushes and brooms; linoleum and asphalt tile; candles; signs and advertising displays; advertising specialties; umbrellas, parasols and canes; fire extinguishers; coin operated amusement machines; beauty and barber shop furniture and accessories; toupees and wigs; tobacco pipes; cigarette lighters; Christmas tree ornaments, and others), 133

Sweden

Number	*Title*	*Number of Names in List*
1	Meat and dairy products,	83
2	Canned, preserved and frozen foods,	75
3	Flour and other grain products; bakery products; sugar; confectionery and related products,	79
4	Beverages; miscellaneous food preparations,	95
5	Tobacco and tobacco products,	52
6	Cotton fabrics and cotton sheeting,	158
7	Man-made fiber and silk fabrics,	162
8	Wool fabrics and felts; wool blankets; narrow weave fabrics,	178
9	Knitting mill products,	199
10	Dyeing and finishing; carpets and rugs; yarn and thread; miscellaneous textile products,	192
11	Men's, youths', and boys' suits, coats and overcoats,	139
12	Men's, youths' and boys' shirts, collars and nightwear,	147
13	Men's, youths' and boys' underwear, neckwear and separate trousers,	156
	and miscellaneous apparel,	158
14	Men's, youths' and boys' work clothing	
15	Women's, misses' and juniors' outerwear (except fur coats and raincoats),	205
16	Women's, misses' and infants' undergarments,	91
17	Hats, caps and millinery,	79
18	Girls', children's and infants' outerwear,	86
19	Fur goods; gloves and mittens; robes and dressing gowns, raincoats and other waterproof outer garments; leather and sheep-lined clothing; belts and various other apparel,	166
20	House furnishings; canvas products; embroideries; apparel finishings; other fabricated textile products,	73
21	Lumber and wood products (except furniture),	65
22	Furniture and fixtures,	75
23	Paper and allied products,	123
24	Printed and published materials,	63
25	Chemicals, industrial-organic and inorganic,	163
26	Plastics materials and synthetic resins; synthetic rubber; synthetic and other man-made fibers (except glass),	154
27	Drugs,	45
28	Soap, detergents and cleaning preparations; perfumes, cosmetics and other toilet preparations,	55
29	Paints, varnishes and allied products; gum and wood chemicals,	128
30	Agricultural chemicals; glue and gelatin; explosives; printing ink; carbon black and other chemicals and chemical preparations,	152
31	Petroleum and petroleum products,	53
32	Fabricated rubber products,	103
33	Fabricated plastic products,	88
34	Leather and leather products,	134
35	Stone, clay and glass products,	124
36	Primary metals and metal products,	141
37	Fabricated metal products (except ordnance, machinery and transportation equipment),	242
38	Machinery, non-electrical: engines and turbines; farm machinery and equipment,	94
39	Machinery, non-electrical: construction, mining and materials handling machinery and equipment,	108
40	Machinery, non-electrical: metalworking machinery and equipment,	140
41	Machinery, non-electrical: special industry machinery (except metalworking),	166
42	Machinery, non-electrical: general industrial machinery and equipment,	140
43	Office, computing and accounting machines,	44
44	Service industry machinery and miscellaneous, non-electrical machinery,	79
45	Electric transmission and distributor equipment; electrical industrial apparatus,	137
46	Household appliances; electric lighting and wiring equipment,	119
47	Home and Commercial communications equipment,	105
48	Electronic components and accessories; miscellaneous electrical machinery, equipment and supplies,	167
49	Transportation equipment,	139
50	Professional, scientific and controlling instruments,	167
51	Ophthalmic goods; photographic equipment and supplies; watches and clocks,	59
52	Jewelry, silverware and plateware; musical instruments; toys, amusements and athletic goods,	90
53	Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products,	115

Norway

Number	*Title*	*Number of Names in List*
1	Food and kindred products,	187
2	Tobacco and tobacco products,	45
3	Broad and narrow woven fabrics,	86
4	Knitted fabrics and knit wear; dyeing and finishing; carpets and rugs; yarns and thread; miscellaneous textile products,	149
5	Men's, youths' and boys' clothing and furnishings,	95
6	Women's, misses', juniors', children's and infants' wear; hats, caps and millinery,	151
7	Fur goods; gloves and mittens; robes and dressing gowns; rainwear and other fabricated textile products,	128
8	Lumber and wood products (excluding furniture),	49
9	Furniture and fixtures,	17
10	Paper and allied products,	46
11	Published and printed materials,	41
12	Chemicals, industrial—inorganic and organic plastics materials and synthetic resins, synthetic rubber, synthetic and other man-made fibers (except glass),	92



13—Medicinal, toilet and cleaning preparations, 46
14—Paints, varnishes and allied products; gum and wood chemicals; agricultural chemicals and miscellaneous chemical products, 57
15—Petroleum and petroleum products, 29
16—Rubber and miscellaneous plastic products, 88
17—Leather and leather products, 32
18—Stone, clay and glass products, 63
19—Refined metals and primary metal products, 76
20—Fabricated metal products (excluding ordnance, machinery and transport equipment), 176
21—Machinery, non-electrical: engines and turbines; farm machinery and equipment, 68
22—Machinery, non-electrical: construction, mining and materials handling machinery and equipment, 73
23—Machinery, non-electrical: metalworking machinery and equipment, 79
24—Machinery, non-electrical: special industry machinery, 74
25—Machinery, non-electrical; general industrial machinery and equipment, 67
26—Office, computing and accounting machines, 18
27—Service industry machines; miscellaneous non-electrical machinery, 35
28—Electric transmission and distributor equipment; electrical industrial apparatus, 72
29—Household appliances; electric lighting and wiring equipment, 98
30—Home and commercial communications equipment; electronic components and accessories; miscellaneous electrical machinery, supplies and equipment, 168
31—Transportation equipment, 77
32—Instruments—professional, scientific and controlling; ophthalmic goods; photographic equipment and supplies, 95
33—Musical instruments; toys, amusements and athletic goods, 33
34—Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 41

Finland

Number	*Title*	*Number of Names in List*
1	Commercial farms and farm products,	46
2	Arms and ammunition,	17
3	Food and kindred products,	187
4	Tobacco and tobacco products,	15
5	Broad and narrow woven fabrics,	177
6	Knitted fabrics and knitwear; dyeing and finishing; carpets and rugs; yarns and thread; miscellaneous textile products,	172
7	Men's, youths' and boys' clothing and furnishings,	145
8	Women's, misses', juniors', children's and infants' wear; hats, caps and millinery,	168
9	Fur goods; gloves and mittens; robes and dressing gowns; rainwear and other fabricated textile products,	75
10	Lumber and wood products (excluding furniture),	65
11	Furniture and fixtures,	53
12	Paper and allied products,	83
13	Published and printed goods and materials,	18
14	Chemicals: industrial organic & inorganic; plastics materials and synthetic resins; synthetic rubber; synthetic and other man-made fibers (except glass),	119
15	Medicinal, toilet and cleaning preparations,	76
16	Paints, varnishes and allied products; gum and wood chemicals, agricultural and miscellaneous chemical products,	80
17	Petroleum and petroleum products,	22
18	Rubber and miscellaneous plastic products,	121
19	Leather and leather products,	64
20	Stone, clay and glass products,	90
21	Refined metals and primary metal products,	87
22	Fabricated metal products (excluding ordnance, machinery and transport equipment),	155
23	Machinery, non-electrical: engines and turbines; farm machinery and equipment,	81
24	Machinery, non-electrical: construction, mining and materials handling machinery and equipment,	80
25	Machinery, non-electrical: metal-working machinery and equipment,	68
26	Machinery, non-electrical: food, textile, woodworking, paper and other special industry machinery (except metalworking),	125
27	Machinery, non-electrical: general industrial machinery and equipment,	89
28	Office, computing and accounting machines,	32
29	Service industry machines; miscellaneous,	43
30	Electrical transmission and distributor equipment; electrical industrial apparatus,	81
31	Household appliances; electrical lighting and wiring equipment,	98
32	Home and commercial communication equipment; electronic components and accessories; miscellaneous electrical machinery and supplies,	127
33	Transportation equipment,	94
34	Instruments — professional, scientific and controlling,	98
35	Ophthalmic goods; photographic equipment and supplies,	27
36	Jewelry, silverware and plateware; musical instruments,	21
37	Toys, amusements, sporting and athletic goods,	57
38	Pens, pencils and other office and artists' materials; costume jewelry, novelties and notions; miscellaneous manufactured products,	81

Iceland

Number	*Title*	*Number of Names in List*
1	Business firms in Iceland,	100

Denmark

Number	*Title*	*Number of Names in List*
1	Food and kindred products,	123
2	Tobacco and tobacco products,	17
3	Broad and narrow woven fabrics,	153
4	Knitted Fabrics and knit wear; dyeing and finishing; carpets and rugs; yarns and threads; miscellaneous textile products,	98
5	Men's, youths' and boys' clothing and furnishings,	80
6	Women's, misses', juniors', children's and infants' wear; hats, caps and millinery,	148
7	Fur goods; gloves and mittens; robes and dressing gowns, rainwear and other fabricated textile products,	73
8	Lumber and wood products (excluding furniture),	29
9	Furniture and fixtures,	35
10	Paper and allied products,	54
11	Published and printed materials,	38
12	Chemicals—industrial inorganic and organic; plastics materials and synthetic resins; synthetic rubber; synthetic and other man-made fibers (except glass),	154
13	Medicinal, toilet and cleaning preparations,	84
14	Paints, varnishes and allied products; gum and wood chemicals; agricultural	

chemicals and miscellaneous chemical products, 69
15—Rubber and miscellaneous plastic products, 111
16—Leather and leather products, 135
17—Stone, clay and glass products, 58
18—Refined metals and primary metal products, 63
19—Fabricated metal products (excluding ordnance, machinery and transportation equipment), 180
20—Machinery, non-electrical: engines and turbines; farm machinery and equipment, 51
21—Machinery, non-electrical: construction, mining and materials handling machinery and equipment, 52
22—Machinery, non-electrical: metalworking machinery and equipment, 79
23—Machinery, non-electrical: special industry machinery, 68
24—Machinery, non-electrical: general industrial machinery and equipment, 86
25—Office, computing and accounting machines, 18
26—Service industry machine; miscellaneous non-electrical machinery, 46
27—Electric transmission and distributor equipment; electrical industrial apparatus, 90
28—Household appliances; electric lighting and wiring equipment, 77
29—Home and commercial communication equipment; electronic components and accessories; miscellaneous electrical machinery, 190
30—Transportation equipment, 77
31—Instruments—professional, scientific and controlling; ophthalmic goods, photographic equipment and supplies, 118
32—Musical instruments; toys, amusements and athletic goods, 18
33—Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions, miscellaneous manufactured products, 50

Nicaragua

Number	*Title*	*Number of Names in List*
1	Commercial farms and farm products; agricultural services (coffee — SIC 20950 + 20951 bus. code 9)	82
2	Food and kindred products	176
3	Broad and narrow woven fabrics	163
4	Knitted fabrics and knit wear; dyeing and finishing; yarns and thread; miscellaneous textile products	137
5	Men's, youths' and boys' clothing and furnishings	57
6	Women's, misses', juniors', children's and infants' wear; hats, caps, and millinery	68
7	Fur goods; miscellaneous apparel and fabricated textile products	30
8	Lumber and wood products (except furniture)	33
9	Furniture and fixtures	42
10	Paper and allied products	109
11	Published and printed materials	48
12	Chemicals, industrial organic and inorganic; plastics materials and synthetic resins; synthetic rubber; synthetic and other man-made fibers	79
13	Drugs	105
14	Soap, detergents and cleaning preparations; perfumes, cosmetics and other toilet preparations	72
15	Paints, varnishes and allied products; gum and wood chemicals; agricultural chemicals and miscellaneous chemical products	106
16	Petroleum and petroleum products	8
17	Rubber and miscellaneous plastic products	102
18	Leather and leather products	78
19	Stone, clay and glass products	124
20	Refined metals and primary metal products	64
21	Fabricated metal products (excluding ordnance, machinery and transportation equipment	171
22	Machinery, non-electrical: engines and turbines; farm machinery and equipment	74
23	Machinery, non-electrical: construction, mining, metalworking and other special industry machinery and equipment	149
24	Machinery, non-electrical: general industrial machinery and equipment	47
25	Office, computing and accounting machines; service industry machines; miscellaneous non-electrical machinery and equipment	68
26	Electric transmission and distributor equipment; electrical industrial apparatus	41
27	Household appliances; electric lighting and wiring equipment	117
28	Home and commercial communications equipment; electronic components and accessories; miscellaneous electrical machinery, equipment and supplies	141
29	Transportation equipment	85
30	Instruments — professional, scientific and controlling; photographic equipment and supplies; watches and clocks	50
31	Jewelry, silverware and plated ware; musical instruments; toys, amusements and athletic goods	49
32	Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products	83

Guatemala

Number	*Title*	*Number of Names in List*
1	Food and kindred products	261
2	Tobacco and tobacco products	8
3	Broad and narrow woven fabrics	83
4	Knitted fabrics and knit wear; dyeing and finishing; carpets and rugs; yarns and thread; miscellaneous textile products	109
5	Men's, youths' and boys' clothing and furnishings	70
6	Women's, misses', juniors', children's and infants' wear; hats, caps and millinery	77
7	Fur goods; gloves and mittens; rainwear and other fabricated textile products	53
8	Lumber and wood products (excluding furniture)	26
9	Furniture	38
10	Paper and allied products	66
11	Published and printed materials	32
12	Chemicals, industrial—organic and inorganic; plastics materials and synthetic resins, synthetic rubber, synthetic and other man-made fiber (except glass)	148
13	Medicinal, toilet and cleaning preparations	105
14	Paints, varnishes and allied products; gum and wood chemicals; agricultural	

chemicals and miscellaneous chemical products, 89
15—Petroleum and petroleum products, 28
16—Rubber and miscellaneous plastic products, 98
17—Leather and leather products, 113
18—Stone, clay and glass products, 104
19—Refined metals and primary metal products, 59
20—Fabricated metal products (excluding ordnance, machinery and transportation equipment), 143
21—Machinery, non-electrical: engines and turbines; farm machinery and equipment, 66
22—Machinery, non-electrical: special and general industry machinery and equipment, 155
23—Office, computing and accounting machines; service industry machines; miscellaneous non-electrical machinery and equipment, 67
24—Electric transmission and distributor equipment; electrical industrial apparatus, 46
25—Household appliances; electric lighting and wiring equipment, 117
26—Home and commercial communications equipment; electronic components and accessories; miscellaneous electrical machinery, equipment and supplies, 123
27—Transportation equipment, 103
28—Instruments—professional, scientific and controlling; ophthalmic goods; photographic equipment and supplies, 46
29—Jewelry, silverware and plated ware; musical instruments; toys, amusements and athletic goods, 34
30—Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 81

El Salvador

Number	*Title*	*Number of Names in List*

1—General trading firms, 36
2—Commercial farms and farm products (coffee growers SIC—20951—Bus. Code 9), 33
3—Construction contractors and engineers, 17
4—Food and kindred products, 143
5—Broad and narrow woven fabrics, 149
6—Knitted fabrics and knit wear; dyeing and finishing; yarns and thread; miscellaneous textile products, 130
7—Men's, youths' and boys' clothing and furnishings, 87
8—Women's, misses', juniors', children's and infants' wear; hats, caps and millinery, 88
9—Gloves; rainwear; belts and miscellaneous fabricated textile products, 51
10—Lumber and wood products (excluding furniture), 35
11—Furniture, 70
12—Paper and allied products, 77
13—Published and printed materials, 40
14—Chemicals, industrial organic and inorganic; plastics materials and synthetic resins; synthetic rubber; synthetic and other man-made fibers (except glass), 105
15—Medicinal, toilet and cleaning preparations, 119
16—Paints, varnished and allied products; wood chemicals; agricultural chemicals and miscellaneous chemical products, 103
17—Petroleum and petroleum products, 9
18—Rubber and miscellaneous plastic products, 79
19—Leather and leather products, 111
20—Stone, clay and glass products, 91
21—Refined metals and primary metal products, 53
22—Fabricated metal products (excluding ordnance, machinery and transportation equipment), 151
23—Machinery, non-electrical, 155
24—Electric transmission and distributor equipment; electrical industrial apparatus, 67
25—Household appliances; electric lighting and wiring equipment, 83
26—Home and commercial communications equipment; electronic components and accessories; miscellaneous electrical machinery, equipment and supplies, 115
27—Transportation equipment, 102
28—Instruments—professional, scientific and controlling; ophthalmic goods; photographic equipment and supplies; watches and clocks, 64
29—Jewelry, silverware and plated ware; musical instruments; toys, amusements and athletic goods, 62
30—Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 86

Honduras

Number	*Title*	*Number of Names in List*

1—General trading firms, 11
2—Construction contractors, 13
3—Food and kindred products, 167
4—Broad and narrow woven fabrics, 129
5—Knitted fabrics and knit wear; dyeing and finishing; yarns and thread; miscellaneous textile products, 125
6—Men's, youths' and boys' clothing and furnishings, 95
7—Women's, misses', juniors', children's, and infants' wear; hats, caps and millinery, 75
8—Gloves; rainwear; other fabricated textile products, 55
9—Lumber and wood products, 56
10—Furniture and fixtures, 47
11—Paper and allied products, 122
12—Published and printed materials, 50
13—Chemicals, industrial—organic and inorganic; plastics materials and synthetic resins; synthetic and other man-made fibers (except glass), 72
14—Medicinal, toilet and cleaning preparations, 98
15—Paints, varnishes and allied products; gum and wood chemicals; agricultural chemicals and miscellaneous chemical products, 74
16—Petroleum and petroleum products, 35
17—Rubber and miscellaneous plastic products, 99
18—Leather and leather products, 103
19—Stone, clay and glass products, 125
20—Refined metals and primary metal products, 31
21—Fabricated metal products (excluding ordnance, machinery and transportation equipment), 119
22—Machinery, non-electrical, 170
23—Electrical machinery, equipment and supplies, 167
24—Transportation equipment, 92
25—Instruments—professional; scientific and controlling; ophthalmic goods; photographic equipment and supplies, 52
26—Jewelry, silverware and plated ware; musical instruments; toys, amusements and athletic goods, 49
27—Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 86

Costa Rica

Number	*Title*	*Number of Names in List*

1—Commercial farms and farm products, 16
2—Food and kindred products, 163
3—Tobacco and tobacco products, 9
4—Broad and narrow woven fabrics, 125
5—Knitted fabrics and knit wear; dyeing and finishing; carpets and rugs; yarns and thread; miscellaneous textile products, 146
6—Men's, youths' and boys' clothing and furnishings, 108
7—Women's, misses', juniors', children's and infants wear; hats, caps and millinery, 100
8—Fur goods; rainwear and other fabricated textile products, 81
9—Lumber and wood products (excluding furniture), 27
10—Furniture, 35
11—Paper and allied products, 80
12—Published and printed materials, 19
13—Chemicals, industrial organic and inorganic; plastics materials and synthetic resins; synthetic rubber; synthetic and other man-made fibers (except glass), 101
14—Medicinal, toilet and cleaning preparations, 112
15—Paints, varnishes and allied products; gum and wood chemicals; agricultural chemicals and miscellaneous chemical products, 83
16—Petroleum and petroleum products, 17
17—Rubber and miscellaneous plastic products, 73
18—Leather and leather products, 74
19—Stone, clay and glass products, 107
20—Refined metals and primary metal products, 52
21—Fabricated metal products (excluding ordnance, machinery and transportation equipment), 149
22—Machinery, non-electrical: engines and turbines; farm machinery and equipment, 63
23—Machinery, non-electrical; special and general industry machinery and equipment, 100
24—Office, computing and accounting machines; service industry machines; miscellaneous non-electrical machinery and equipment, 72
25—Electric transmission and distributor equipment; electrical industrial apparatus, 53
26—Household appliances; electric lighting and wiring equipment, 91
27—Home and commercial communications equipment; electronic components and accessories; miscellaneous electrical machinery, equipment and supplies, 92
28—Transportation equipment, 81
29—Instruments—professional and scientific photographic equipment and supplies, watches and clocks, 49
30—Jewelry, silverware and plated ware; musical instruments; toys, amusements and athletic goods, 34
31—Pens, pencils and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 49

LOCAL, U.S. BUSINESSMEN UNITE

Tooling Latin growth

Merger provides both Tools For Freedom and Pan American Development Foundation with means to implement their development goals in Latin America

By ART McDERMOTT

Office of Publications and Information, DIB

A program for distributing new and used tools from the United States to students in developing lands has now zeroed in on five Latin American nations. It also has joined forces with a major Latin self-help effort to help place it into contact with the people it seeks to help.

This is the upshot of the recent merger of the program called Tools for Freedom with the Pan American Development Foundation.

Through the Tools for Freedom program, U.S. firms donate machinery to help train the technicians and mechanics essential to the economic growth of Latin America, and to enable the region's youth to learn useful and profitable trades.

In the process, Tools for Freedom provides a tangible demonstration of what the private enterprise system can do, and promotes the knowledge and use of U.S. tools among the future technicians of these countries.

EQUIPMENT LEAVES U.S. FACTORY (left) and arrives in Chile (below), where it is inspected by a committee of local businessmen, who supervise the distribution of the tools to technical schools.

The Pan American Development Foundation is a private, non-profit hemispheric organization established in 1963 to help Latin American businessmen strengthen their role in the economic and social development of their countries.

Dr. Jose Mora, Secretary General of the OAS and Chairman of the Board of the PADF, said of the merger, "I can think of no better working partnership than the combination of the technology of the U.S. with the drive and determination of Latin America to develop itself in freedom, dignity and economic well-being."

"There is a dangerous myth abroad in this land that an ordinary citizen can do nothing to influence the destiny of his country and the world," said Milton Eisenhower in his book on Latin America, *The Wine is Bitter.*

The PADF was founded to help dispel this myth from Latin American minds, and appropriately enough, Milton Eisenhower is on its board of trustees.

The PADF operates on the assumption that the best way to improve the image of private enterprise in Latin America is to establish non-profit foundations devoted to achieving social progress at the community level, where the political combustibles of poverty, frustration, and despair are close to the blazing point.

Until recently, the only way the U.S. business community could help the Foundation's efforts was through cash contributions. The merger has provided another channel.

Tools for Freedom has also benefited. "Now we have the concentration in one area—Latin America—which will provide the attention to detail which we need," says Burnham Finney, a member of the program's advisory council.

According to the program's director, Basilio Liacuris, "Before, we were trying to deal directly with more than 200 technical schools in 22 countries scattered all over the developing world. Today, in order to make economies and have more impact, we are operating in only five, and instead of dealing with each school, we work through committees of local businessmen in each country."

The committees consider the school's location: is it in an industrial area, where its graduates would have no trouble getting jobs when they graduate?—its faculty: is the staff large enough and capable enough?—its finances: can the budget stand the extra strain of running these machines properly?—its end-product; do its graduates know their business?

Both new and used machines are accepted. "We've been very lucky in the quality of the machines donated," says Liacuris. "Our chief concern is that they be in proper working order, and almost all of them have been. We're not bothered if they're a little bit off their tolerances."

"We're getting our message across to many more firms now," says Liacuris. "Several U.S. trade associations are boosting the program to their members, and in effect have broadened our business contacts in the U.S. from 700 to almost 10,000 firms. To date we've gotten help from the Service Tools Institute, the National Machine Tool Builders Assn., American Machine Tool Distributors, National Tool, Die and Precision Machining Assn., and the Electronic Industry Assn."

Truckers help

The cooperation doesn't end there. "Local trucking companies deliver about 90% of the donations to our New York warehouse free of charge."

"Naturally, the donors like to know what happens to their machines, so we account for each piece of equipment every step of the way. They get receipts when their goods are received at our warehouse; they are notified when the shipment arrives overseas; and they get a thank-you note from the school when the tools are delivered to the school, which is sometimes quite a while after they arrived in the country itself. Finally, we encourage the schools to send pictures of the machines in operation. This makes it easier for us to ask these firms for repeat donations."

Once a shipment arrives overseas the local committee takes complete charge. They must arrange duty-free entry for the tools, storage while awaiting shipment to the school selected by the committee, transportation to the school, and when possible, free installation of the equipment. "As you can see, this removes quite an administrative burden from us," says Liacuris.

An encouraging side-effect of the program has been the increased cooperation between Latin American industries and educational systems, in many cases for the first time in history. For example, the wait-and-see attitude of Chilean businessmen has been replaced by enthusiastic support and participation in the program. Several firms have made space and machinery available in their plants for satellite schools, where instructors from the technical schools can conduct classes in areas otherwise denied technical education.

MACHINES AT WORK in Chilean technical school, helping willing students to learn a new trade.

In Colombia, there are now 17 schools operating with more than $1 million of donated machinery. Local expenses of the program have been aided by a $5,000 contribution from the Colombian Ministry of Education. Local industries have also pitched in with contributions of equipment and money.

"These machines are something people can touch. Latin Americans hear a lot about all the assistance they're going to get, but it doesn't always trickle down to the people," says Liacuris.

What it's all about

"Call it what you will—Alliance for Progress, people-to-people, self-help—this is what foreign aid is all about. Give a man food and he'll be hungry again tomorrow; give him a trade and he can stand on his own feet for the rest of his life."

Responsible Latin leaders understand that their nations need the skills, technology and investments of private businessmen to provide the thrust for economic takeoff.

When civic leaders can look for help to private resources rather than waiting on hard-pressed governments and bureaucracies in distant capitals, the PADF feels that new energies can be tapped.

The Foundation's brochure sums it up: "Democratic habits and the practice of decision-making begin at the grass roots—in the village, the town, the municipality; even within one block in a wretched shanty town."

While Tools for Freedom is a welcome addition, the PADF is still chiefly interested in obtaining funds from U.S. firms to match the initial contributions of Latin businessmen who have indicated willingness to establish foundations in their countries. In short, the Foundation has researched the tax, legal, and other problems incident to establishing foundations in all of the Latin American countries. The feasibility studies are completed and the Moment of Truth has arrived for the program, as it moves from the talking stage into actuality.

"We're delighted with our new arrangement with the Pan American Development Foundation, but we must remember that this whole program is a direct function of the number of tools we receive. Our big problem is communication. If I could get enough U.S. businessmen to take a trip down south and see how these tools are used, my problems would be solved. I'd have the most dedicated sales force in the world selling my program all over this country when they got back. Once you're exposed to it first hand, you just have to get involved."

To paraphrase Archimedes: "Give us the tools and we'll develop the world."

BOOTH, INC., EXHIBIT at the Commercial and Industrial Refrigeration Exhibition held last year in Madrid draws potential customers. The Texas firm has displayed its beverage dispensers at numerous Trade Fairs and Trade Centers, and has supplied Trade Mission members with business proposals.

Dredges, beverage dispensers beat lower-priced competition to win 'E's for U.S. makers

AMMCO of Nashville and Booth, Inc., of Dallas stressed service, used local-language advertising to outsell foreign rivals

A Nashville dredge and drilling equipment manufacturer has found the way to export success through maximum emphasis on quality, service and prompt delivery.

A Dallas manufacturer of post-mix beverage dispensers cracked the international market by demonstrating its product at trade centers and international exhibitions, and supplying business proposals for trade missions heading overseas to take along.

In both cases, the American-made products were more expensive than local counterparts, and it took top selling techniques to make the sales. Both companies have been awarded the Presidential "E" for export expansion.

American Marine & Machinery Co., Inc., the Tennessee firm, received its "E" award at the recent Middle Tennessee Export Marketing Seminar in Nashville. The "E" pennant and certificate were presented to company president Neil H. Cargile, Jr., by Governor Buford Ellington of Tennessee.

AMMCO furnished the first American-built dredge to Holland, which is considered the dredging capital of the world and is the home of a major competitor. AMMCO now has 11 machines in operation there. The price is higher than that of local products and the customer has to bear shipping costs. So quality and service are the deciding factors.

AMMCO also has two dredges operating in Japan, which has several dredge manufacturers, and three in Canada, where the firm's largest American competitor has a subsidiary and where heavy tariffs are in force.

Exports to Canada, Mexico, Central and South America, Europe, North and West Africa, the Near East and South East Asia account for 60% of total company sales.

Inventory maintained

All AMMCO overseas distributors maintain a complete inventory of spare parts for each dredge manufactured, in order to give customers the best possible delivery. The distributor in Holland, for instance, stocks parts for his 11 dredge owners there.

Each overseas customer is urged to purchase two years' worth of spare parts to be shipped with his dredge, to eliminate additional transportation costs and a wait for spare parts.

When a dredge is ordered, AMMCO supplies an erection engineer for a period of ten days to set up the dredge and train the crew. A representative also visits each operation about two months later, to help the customer with any problems that have arisen and to make suggestions on running the operation more efficiently and economically. AMMCO servicemen are prepared to travel anywhere at any time to work on an emergency breakdown or other serious problem.

AMMCO has surmounted the language barrier by hiring employees who speak French, Dutch, German, Spanish and other languages. This is a valuable asset in showing non-English speaking visitors around the plant, and in translating foreign customer correspondence.

Service manuals are printed in local languages for distributors, salesmen, and potential customers. Copies of company news and publicity releases are submitted to foreign publications. If a distributor wants to advertise in one of his local magazines, AMMCO bears half the expense.

AMMCO participates with distributors in international trade fairs, local conventions and exhibits. A scale model dredge with moving parts and an AMMCO display are shipped to these exhibits.

Due to the highly specialized and technical nature of AMMCO equipment, it is difficult to find distributors able to solicit business. One means of counteracting this is to have the foreign representatives send employees to the plant

for a few weeks' training period, with AMMCO sharing the expense.

AMMCO personnel travel overseas to call on distributors and hold sales meetings. The company supplies its distributors with up-to-date literature, sales manuals and films, and forwards any inquiries received from their territories.

Although AMMCO builds to government specifications, it has 14 or 15 standard-model dredges in production at all times and can frequently offer delivery within two weeks or even immediately. This can be a major selling factor if a contractor must begin or complete a job by a given date. In many cases, AMMCO has financed the sales, and also has negotiated lease purchase arrangements.

In addition to its line of portable dredges and accessory equipment and parts, AMMCO has recently begun manufacturing offshore workover, drilling and service rigs.

Texas firm wins 'E'

To develop foreign sales, Booth, Inc., of Dallas, has demonstrated equipment and stressed its reliability to potential customers by showing them how they can reduce the cost of their soft drinks by as much as 75% by switching to post-mix. (The Booth device mixes the syrup and water in the dispensing unit.)

Booth has had to guarantee the supply of the post-mix syrup, even when this meant marketing its own brand of cola in one area until the major syrup companies agreed to make their syrups available for the post-mix dispensers. These companies, prime customers in the United States, resisted the introduction of post-mix overseas because of their large investments in pre-mix.

After selling the post-mix idea, Booth had to sell its dispensers, even though the delivered price of the equipment, including duties, was considerably higher than competitive equipment.

In expanding its foreign market, Booth found it advisable to make direct contact with consumers, such as chains of restaurants, hotels, drug stores, etc. The initial method of distribution was to export directly to the customer until the company located dealers and distributors, who then imported the equipment and sold to the ultimate customers.

Booth selected interested, aggressive distributors in the various countries who could inform potential customers of the simplicity and reliability of the equipment. Booth aided these distributors initially by granting extended credit for inventories.

Booth's successful sales promotion techniques have included: demonstrating soft drink beverage dispensers at U.S. Trade Center shows; having trade missions to various countries present business proposals requesting dealers and distributors, and later when sales warrant, a joint-venture partner for production; and writing directly to potential customers whose names are furnished by the U.S. Department of Commerce.

Exports climbed rapidly

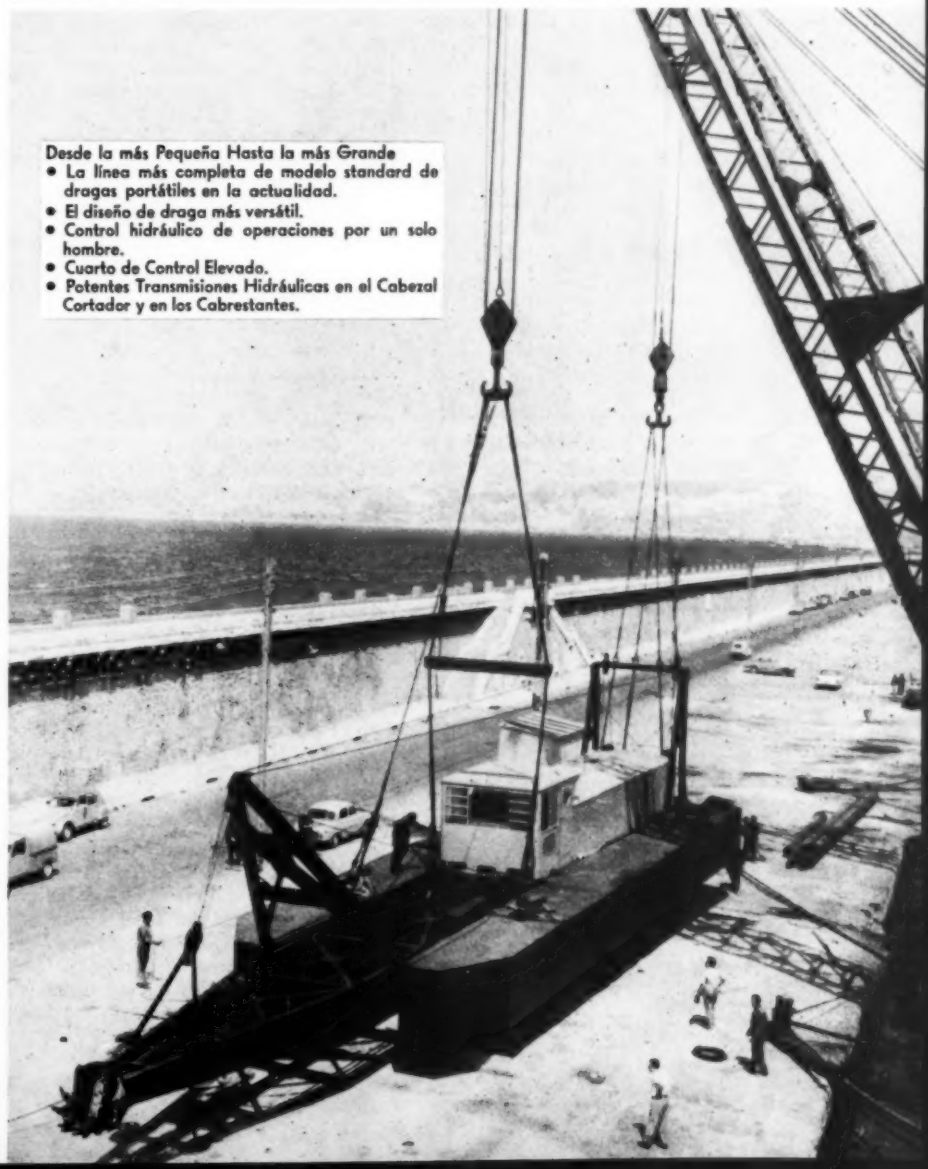
During the most recent three-year period, Booth's total sales increased over 66%, the percentage of exports to total sales more than quadrupled, and the total volume of export sales grew to more than eight times the former amount.

The company, which has made good use of local language advertising, exports to Canada, Mexico, Argentina, Europe, Taiwan, Japan, Okinawa, North and South Africa. Booth has license operations in England, Japan and Mexico.

Booth has participated in Trade Fairs in Madrid, Stockholm, London and Osaka, Japan, and has sent sample displays to exhibitions in Beirut, Bangkok and Manila.

The "E" award was presented to company president Jack J. Booth at a Dallas Chamber of Commerce dinner meeting by Harry C. Meyers, director of the Department of Commerce' Dallas Field Office. Upon receiving the award, Mr. Booth said, "Because I have received such an honor from my government, this will be only a beginning in my efforts to develop an extensive worldwide activity, not only in developing exporting, but joint ventures and possibly factories abroad."

FOREIGN LANGUAGE ADVERTISING has helped increase overseas sales for American Marine & Machinery Co. of Nashville. Here, an illustration from a brochure in Spanish shows an AMMCO portable dredge in operation in France. Service manuals are also printed in local languages.


Desde la más Pequeña Hasta la más Grande
• La línea más completa de modelo standard de dragas portátiles en la actualidad.
• El diseño de draga más versátil.
• Control hidráulico de operaciones por un solo hombre.
• Cuarto de Control Elevado.
• Potentes Transmisiones Hidráulicas en el Cabezal Cortador y en los Cabrestantes.

U.S. business unit wants to widen trade with East Europe nations

U.S. Council of International Chamber urges non-discriminatory tariff treatment, publication of data, convertibility of currency

A major U.S. business organization has urged acceleration in American commercial relations with Russia and other Eastern European nations.

Pointing to a "noticeable improvement in relations among Western nations and those of Eastern Europe," the U.S. Council of the International Chamber of Commerce said "there is reason to hope that recent guarded progress toward normalization of commercial contacts will prove durable."

"Many, if not most, of the problems encountered in attempting to increase peaceful commerce between East and West stem from the lack of participation of the Eastern countries in Western institutions," the Council observed.

The long-range interests of the U.S. and Russia call for peaceful conditions in the world at large, according to the statement released by Christopher H. Phillips, president of the U.S. Council.

East European trade small

Despite a gradual relaxation of cold war tensions which has generated substantial increases in Eastern European and Western (but non-U.S.) trade, our commerce with Eastern Europe has remained very small, the Council said.

The Council—representing over 300 U.S. international business firms—made clear that controls over strategic material should not be relaxed at present. But it said the argument against trading with the USSR and other Eastern European countries on the grounds that such trade might contribute to their economic power is of limited validity. "Trade by definition does not take place unless benefits accrue to both parties."

Other national economies are increasingly enjoying the benefits of expanded two-way trade with the Eastern European countries, the statement noted. But U.S. policies presently "deny these markets to our exporters" and "deny to our consumers those products in which the Eastern European countries are becoming competitive."

The Council urged the removal of additional non-strategic items from the Export Control List where these items are freely available elsewhere in the world.

An extension of non-discriminatory treatment for Eastern European imports would benefit U.S. consumers and help those countries earn the foreign exchange to purchase U.S. goods, it added.

The Council's statement made clear its disapproval of any credit race among Western suppliers to Eastern Europe, but noted that hard currency shortages in that area make sales of heavy equipment difficult without longer term credits.

The Council urged that suppliers from this nation be enabled to match terms offered by competitors, and added "the credit guarantee policies of the Export-Import Bank should be similarly normalized to permit credits to be extended to buyers in Eastern European countries which are competitive with those of other Western suppliers, and the full use of these facilities should be encouraged."

The statement urged the Administration to include provisions for reciprocal credit in trade agreements negotiated with Eastern European nations, and said the U.S. Government policy should support efforts by American firms to participate in production of goods through facilities set up in the USSR and Eastern Europe.

To assist in the determination of creditworthiness, and thus to expand the use of credits in business transactions, the report recommended that countries of Eastern Europe be encouraged to publish financial data similar to that published by Western countries—and by Yugoslavia—covering gold and foreign exchange reserves, total foreign indebtedness, and repayment schedules.

Convertibility of currency was described by the Council's statement as a vital need to foster increased East-West trade. The Council recommended the U.S. Government emphasize to Eastern European governments the benefits of convertibility.

In fact, the Council suggested that participation by Eastern European nations in post World War II free world economic institutions such as the IMF would enhance trade interchanges and currency exchanges between Eastern Europe and the rest of the world, with mutual benefits.

Ohio world traders to hold conference in Cleveland Mar. 30

22nd annual meeting to feature workshops, speakers, "E" award

Containerization, communication by satellite, and other new techniques of foreign trade will be highlighted at the 22nd Annual Cleveland World Trade Conference, to be held March 30 at the Statler-Hilton Hotel.

Featured speakers and their topics are: Rodman C. Rockefeller of International Basic Economy Corp., "Changing Patterns in Business Responsibilities;" Dodge E. Barnum, White Consolidated Industries, Inc., "Innovations in Importing;" John L. Eyre, Saguenay Steamship Lines Ltd., "The Transportation Revolution—Containerization;" Audrey Marsh King, Marsh Stencil Machine Co., "Increasing Overseas Sales through the Commercial Exhibits Program;" Pierce T. Angell of TRW, Inc., "Aerospace World Trade and Ohio;" Lawrence H. Hyde, Harris-Intertype Corp., "The Use of Credit to Increase Export Sales;" and Dr. S. J. Begun, Clevite Corp., "U.S. Business Involvements Abroad."

Other speakers include: Lawrence A. Pomeroy, president of the Cleveland World Trade Association; and Curtis Lee Smith, president of the Cleveland Chamber of Commerce.

500 will attend

The theme of the conference is "Ohio's Share of World Trade Exceeds $1.9 Billion—What's Yours?" Some 500 businessmen from all over the United States and many foreign countries, with interest in doing business abroad, are expected.

Major emphasis of the program will be on publicizing new opportunities for individual firms and business organizations in ever expanding world trade.

Workshops, with question and answer periods, will precede lunch and dinner.

An export "E" award will be presented during the conference to Chick Master Incubator Corp. by E. E. Schnellbacher, Assistant Director of the Commerce Department's Bureau of International Commerce, and a workshop moderator.

Write: Cleveland World Trade Association, 690 Union Commerce Bldg., Cleveland, Ohio, 44115 or **telephone:** Area Code 216/621-3300.

SPECIALIZED COMPUTER was shown (above left) by California Computer Products Inc., which also showed its digital magnetic tape plotting system at the Tokyo Trade Center a week later. German National Television filmed activity at the booth of Control Data (above right) for later showing.

Sales of $3 million seen from Frankfurt data process show

Page reader, biomedical computer prove popular in latest exhibition

FREE SAMPLES of a 200-page book on computers were given out at the booth of Digital Equipment Corp. (above). Electronic Associates, Inc. (below), presented multi-channel recorders at the exhibition.

On the basis of registered visitors and immediate sales, the show of electronic data processing equipment at the Frankfurt Trade Center set records second only to the January 1966 exhibition of electronic production and packaging equipment. The latest show closed Feb. 15, following an eight-day run.

More than 2,000 persons visited the seven-day show, 1,848 of them identified as trade visitors from research institutes, government agencies, and commercial enterprises. A two-day seminar and two evening lectures sponsored by the Amerika Haus drew a total of 800 listeners.

Sales made during the exhibit totaled $341,000 and sales forecast during the next 12 months as a result of the show exceed $3 million. Twenty-two of the 29 participants in the exhibit reported having fully achieved the purpose of participation—exposure to new business prospects.

Of the 29 U.S. exhibitors in the show, 25 requested that the Trade Center repeat the exhibit at some point during 1968.

Nineteen of the firms in the show were already represented in Germany before their participation in this exhibition. Eight companies were new to the market, and four were seeking agents in Germany or in other European countries. Four new agents were signed during the exhibit, and an additional agreement was still under negotiation when the show closed.

U.S. representatives manning their companies' booths at the show totaled 10.

The most successful participants in the show included Control Data, whose page reader was being shown for the first time in Europe; Digital Equipment, with an extremely popular biomedical computer controlled analyzer; Cleary, showing a desk-size computer; Automation Technology; Pitney-Bowes; and Raytheon.

Commercial exhibition at Paris Air Show to promote products of 43 U.S. companies

Displays "In the Spirit of Lindbergh" will stress advances since 1927, outlook for new accomplishments in aerospace research and development

With plans for the U.S. Exhibition at the 1967 Paris Air Show heading into the home stretch prior to the opening of the show on May 26, 43 U.S. firms have signed up to participate in the commercial area under the sponsorship of the Commerce Department at the U.S. Pavilion.

The United States has been represented in every Paris Air Show since the first one in 1909. This year's exhibition will end on June 4.

The commercial area will occupy about one-quarter of the exhibition floor, with the remaining three-quarters devoted to the displays of 16 major aerospace and airframe manufacturers, exhibits of six U.S. Government agencies, and a presentation by the Communications Satellite Corporation.

The U.S. Government agencies with exhibits at the show include the Department of Commerce's Environmental Science Services Administration, the Atomic Energy Commission, the Department of Defense, the Federal Aviation Agency, the National Aeronautics and Space Administration, and the U.S. Information Agency.

The entrance to the U.S. exhibit area will be dominated by a scale model of the St. Louis "Gateway to the West" arch on the banks of the Mississippi. Under the arch will be displayed an exact replica of Charles A. Lindbergh's plane, the "Spirit of St. Louis."

The plane, which symbolizes the theme of the U.S. Pavilion, "In the Spirit of Lindbergh," is being built in the United States and will be ferried to Paris inside a U.S. Air Force C-141 transport which may attempt to break the New York to Paris speed record during its flight.

On May 21, the 40th anniversary of Lindbergh's historic 33½-hour solo flight from the United States to France, Frank Tallman, renowned American stunt flier and builder of the "Spirit" replica, expects to fly the plane down the Seine, around the Eiffel Tower, and land at Le Bourget Airport, site of the Paris Air Show, near the spot where Lindbergh landed in 1927. A radio will be installed in the plane for the flight, as required by French law.

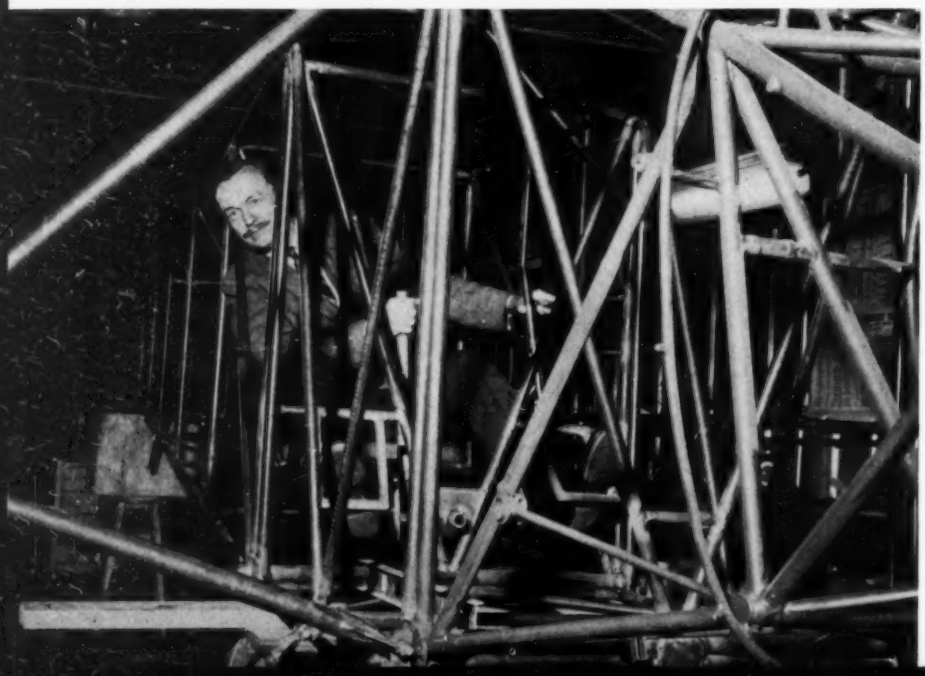
Lindbergh's flight is the departure point for the aerospace story to be told in the U.S. Pavilion. Achievements in the aerospace field from 1927 to the present will be shown, along with predictions of things to come in the next 40 years. Exhibits will also portray American contributions to international cooperation in aerospace developments and activities, including reciprocal flight privileges and services, exchange of flight research and development data, and joint use of communications.

The flight line outside the pavilion will feature the latest in military aircraft from the U.S. Army, Air Force, and Navy.

In the area devoted to civil aviation, the biggest attention-getter is expected to be a model of the Boeing supersonic transport plane. Bell Helicopter's new JetRanger commercial executive helicopter will also be shown overseas for the first time at the show.

Admission to the commercial section of the U.S. Exhibition will be limited to viewers with business interests. Product groups to be shown in the commercial exhibits include instrumentation, radio, radar, newly-developed alloys, fasteners, ground control and tower equipment, baggage and freight handling systems and devices, fire-fighting and fog dispersal equipment, garage tools, jacks, lifts, sweepers, aircraft cleaning and painting equipment and supplies, and rescue equipment.

PLANE'S FRAMEWORK PROGRESSES as replica of Charles A. Lindbergh's "Spirit of St. Louis" nears completion under the supervision of pilot Frank Tallman. Plans call for the completed duplicate to be shipped to France, then flown by Tallman along the Seine River to the Paris Air Show site.



Leisure show added to Tokyo international home fair

Over 25% of the exhibitors at the 1967 International Home Show are expected to be from outside Japan, and the show management has invited U.S. manufacturers in any fields related to the home. This year's show will be held June 9-18.

Attendance in 1966 approached one-half million persons, who viewed the products of 375 firms. The show is located in Tokyo, whose population now exceeds 11 million, and whose purchasing power now is about 20% of the total in Japan.

The recent trend toward more leisure time for the average Japanese family has led to the addition of a Leisure Show to the Tokyo Home Show. This section will feature sporting goods, children's playground equipment, and water sports equipment.

The sponsoring Asahi Shimbun, Japan's largest newspaper, plans extensive publicity on the event itself. The U.S. Information Service and the U.S. Travel Service will both have official Government-sponsored exhibits at the show, emphasizing tourism in the United States.

Write: Asahi Shimbun, Tokyo International Home Show Management Office, c/o Cultural Project Section, 2-3 Yurakucho, Chiyoda-ku, Tokyo, Japan.

U.S. in new building at Zagreb Fall Fair; marketing is theme

Plans for an American exhibition at the 12th annual Zagreb, Yugoslavia, Trade Fair Sept. 7-17 with a theme of "Management, Marketing and Merchandising", showing U.S. business practices, have been announced by the sponsoring U.S. Information Agency.

A new U.S. pavilion is now under construction in Zagreb. The structure, scheduled for completion in early June, will provide approximately 20,000 square feet of inside exhibition space, with additional space outside the building for the display of heavy equipment.

The theme will be developed with the use of products and equipment in the areas of communications, electronics, time and labor saving devices, computers and data processing equipment programmed for marketing and management, and processing and packaging equipment for the food industry.

The exhibition will display photographic and reproduction equipment as well as dictating and transcribing units, films, closed circuit television, and audio-visual techniques.

In less than ten days at last year's Zagreb fair total attendance at the American pavilion reached almost 650,000, with participation from 56 countries.

Companies and organizations wishing additional information about the '67 Zagreb Fair should direct inquiries to Bernard Pollak, Project Director and Industrial Liaison, Exhibits Division, U.S. Information Agency, Washington, D.C. 20547, or phone Area Code 202 DUdley 3-2866.

Forestry is theme this year at ELMIA Fair in Sweden

American manufacturers of agricultural and forestry equipment have been invited by the management of ELMIA to participate in the 1967 ELMIA Fair, scheduled for June 1-11, at Jonkoping, Sweden.

This year's theme will feature forestry, in keeping with the fair's policy of having emphasis on forestry and agriculture in alternate years. Additional exhibits this year will show products for camping, outdoor recreation, and home leisure activities.

Write: ELMIA, Jonkoping, Sweden.

SECRETARY OF THE INTERIOR Stewart L. Udall examines containers of frozen U.S. seafood products as other Interior Department officials look on at recent show held in U.S. Trade Center in London.

Maine shrimp firm sells whole output at London food show

U.S. to promote food products at four fairs later this year

Maine shrimp were a top attraction at the first U.S. overseas food fair exclusively for frozen foods, which was held recently in the U.S. Trade Center in London.

The Interior Department's Office of International Trade Promotion display contained 30 frozen fishery items supplied by 11 American firms.

The biggest order of fishery products was for 150 tons of Maine shrimp valued at over $300,000. The order will be increased by 50 tons if the current fishing season is successful.

Another U.K. importer offered to buy all the shrimp which another Maine firm has available for export.

Other items which are new to British markets that will be introduced to consumers in the next few months include shrimp burgers, quick frozen bay scallops, lobsters frozen by a new cryogenic process, and deviled crab.

Four international fairs will feature U.S. food exhibits abroad later this year. One will be in England, with others scheduled for France, Germany, and Ireland.

For further information on displaying U.S. fishery products at these fairs, **write:** U.S. Dept. of Interior, Office of International Trade Promotion, Bureau of Commercial Fisheries, 1111 North 19th St., Room 606, Lynn Bldg., Arlington, Va. 22209.

International Bakery Fair planned for May in Stuttgart

The organizers of the International Bakery Trade Fair, to be held in Stuttgart, Germany, May 11-19, report that the 400,000 square feet of exhibition space available is being booked rapidly. The closing date for booking space is April 30.

Nearly 400 exhibitors from 15 countries took part in the last Bakery Fair in 1964, and 171,000 visitors, mostly in the baking trade, came to see the products on display.

Exhibits this year will include ovens and accessories, bakery machinery, packaging machines and materials, shop and cafe furnishings, refrigeration machinery, and automatic equipment, such as vending machines.

Write: Rudi Haussmann, Suite 7, 1409 Yonge St., Toronto 7, Ontario, Canada.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **Ireland's** Shannon Development Company, which has jurisdiction over the operation of the Shannon Industrial Estate, has indicated that it plans to build a new town for the Free Airport Area. The Company has purchased 920 acres of land and has already set aside a 40-acre site for the town center. The long-term plan envisages a population of 6,000 and approximately 900 dwellings by 1970 . . . Fuerzas Electricas del Noroeste, S.A. recently announced that a $50 million nuclear power plant would be built on the Miño River at the town of Tuy near **Spain's** border with Portugal. The plant's initial capacity of 300 mw. is scheduled to be doubled after five years of operation . . . Also in **Spain** the national Development Plan Commission recently announced that public investment in Spain amounted to $1,177 million in 1966—a 17% increase over 1965. Expenditures in the principal sectors were: transportation—$426.3 million; housing and urban development—$214.2 million; irrigation—$150.6 million; education—$67.1 million; and agriculture—$56 million.

Peru holds growth level

Economy ends sixth year of vigorous expansion; some budget problems cloud outlook

By RALPH W. RICHARDSON
Supervisory Economic Officer
U.S. Embassy, Lima

The Peruvian economy grew at the rate of 5.5% during 1966, thus maintaining unbroken the vigorous growth trend of the previous five years.

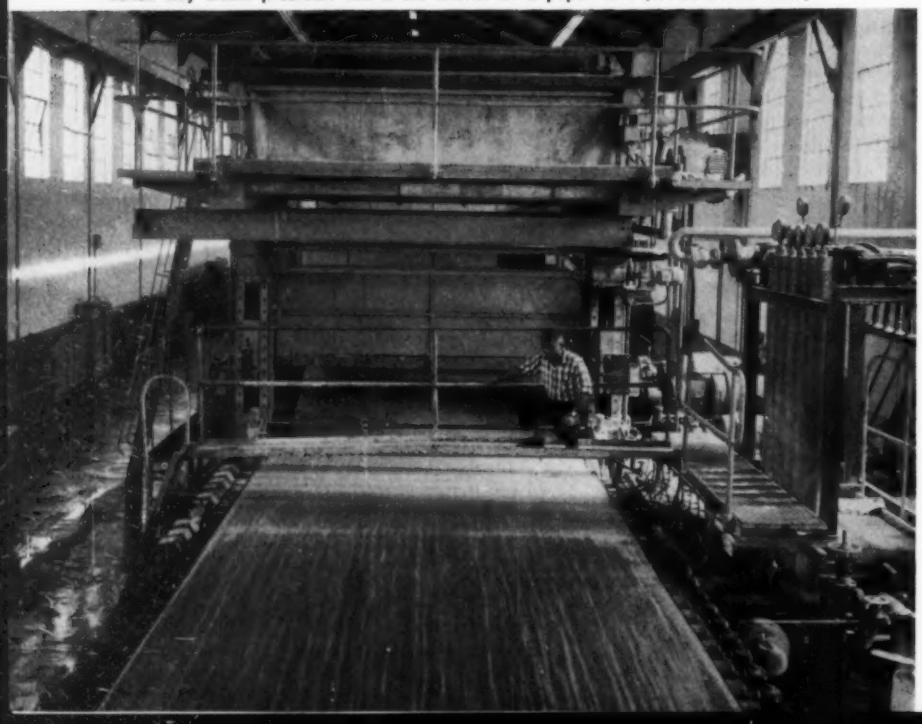
Exports no longer are the major growth area of the economy, but the Government's large investment program financed by domestic and foreign borrowing is providing continued stimulus. Inflationary pressures are marked but not yet serious.

The tentative fiscal deficit for 1966 is $160 million, and the balance of payments and the national budget loom as the major problems facing the economy.

Most economic indicators are favorable, at least on a short-term basis. The economy is expanding at a good rate, incomes are rising, employment is up, the Government is carrying out a major public works program, and there is strong demand for capital and consumer goods, and foodstuffs. For the foreign trader Peru should be an attractive export market; and such factors as the growing internal market, receptivity to foreign investors, and an improved transportation system make the area worth very careful evaluation for the overseas investor.

However, there are certain trends which, if not reversed, obviously could spell trouble for the economy on a medium-term basis. As the Central Reserve Bank of Peru stated in its review of the economy for 1966, ". . . the development of a sound fiscal policy (in 1967) is essential for the economy to have sustained growth within the bounds of monetary stability . . . a budget whose financing can be assured without inflationary measures, together with a credit policy which limits internal demand, are the essential requirements to obtain equilibrium in the balance of payments."

SIX STRAIGHT YEARS OF STRONG ECONOMIC GROWTH have brightened Peru's outlook, but inflation may create problems. This is the interior of a paper mill. (W. R. Grace Photo)



Business expansion

Expansion is the keynote of the Peruvian economy at the present time. Much of the expansion has been in manufacturing, exports, construction, and local trade, and private businessmen seem confident that the growth will continue.

While reliable and current statistical indicators are limited, evidence of the buoyancy of the economy is apparent in many areas. Fourth-quarter retail trade apparently was at a high level, reflecting the increased personal income generated by the expanding economy. Housing loans for the first 11 months of the year were up 42% over the same period in 1965, and cement sales increased by 4.5% over 1965. The rate of inflation was a low 8% (as measured by the Lima consumer price index), or about half the increase registered in 1965.

Exports, while generally unchanged in volume, were up nearly $100 million (or 15%) in value over 1965, totaling $783 million f.o.b.; increased earnings were due primarily to higher copper prices, increased sugar sales to the U.S., plus some increase in returns from fishmeal.

Imports totaled $814 million c.i.f., a

jump of nearly $90 million (12%) over the preceding year. Industrial production, as projected from industrial electric power consumption, was up 15%.

Agriculture for domestic consumption had another poor year, however, with bad weather compounding the industry's structural problems. Once again food production barely kept pace with population growth, a situation with unfortunate implications for the balance of payments and living costs.

In contrast, the efficient agricultural export industries—sugar, cotton, and coffee—did relatively well.

The key development in public finances was the Government's fourth consecutive substantial budget deficit. There is growing apprehension in business-financial circles regarding the Administration's fiscal policies.

The year opened with Government-opposition agreement to slash the 1966 budget by 7½%. This bi-partisan agreement was due to alarm over the rate of inflation occurring in 1965. Despite the agreement, Government expenditures by the end of June exceeded revenues by 900 million soles. Thereafter the fiscal situation deteriorated more rapidly, with the deficit totaling 1.6 billion soles ($60 million) at the end of August.

Although the Government announced new, reduced expenditure levels, it was unable to achieve significant reductions. By December, total Government expenditures of 21.4 billion soles, or $803 million, exceeded revenues by 3.2 billion soles, plus an additional 1.1 billion soles in loans. The tentative deficit thus totaled 4.3 billion soles or $160 million.

Apart from questions as to the quality of the budget (current expenditures are taking an increasing share, while capital expenditures as a percentage are declining), the fiscal record for 1966 illustrates basic deficiencies in the revenue system, with its narrow tax base complicated structure, poor administration, and widespread evasion.

Inevitably, such a fiscal record has its repercussions. In the banking system, authorities have had a difficult time restraining net credit expansion, which rose 19% during 1966. At the same time the public sector was absorbing an increased share (now 26%) of total available credit, a trend which began in 1963. Tighter private credit thus far has had no apparent effect on production or employment, but nevertheless there are widespread complaints that the Government is burdening the private sector with the major brunt of anti-inflationary efforts which were made necessary by the Government's spending. The money supply increased by 18% during the year.

The balance of payments picture at the close of 1966 was not at all promising. Exports for the year were almost unchanged compared to 1965 and there were no new export industries. The $96 million increase in export earnings for 1966 was due only to windfalls such as increased copper and fishmeal prices and an increase in Peru's sugar allocation to the U.S. market.

Unfortunately, the outlook for the stability of the economy in 1967 also is clouded by the fiscal situation.

While by law the budget is balanced, with estimated expenditures equaling estimated revenues, many informed observers fear that the Government could incur a deficit of between 3 and 4 billion soles. This possibility gives added urgency to the Government's proposed tax reform measures—details of which are not yet public—which were included in the 1967 budget under anticipated revenues.

The major trends, in brief, are continuing inflationary pressures, rising levels of activity in the private sector, increasing Government investments, further credit expansion stemming from Government fiscal policy and operations, a sustained high demand for imports (probably tending to level off), and a continuing gradual deterioration of the balance of payments position.

Production and export of traditional export commodities—mineral, marine, and agricultural—should not undergo any significant variation from 1966, and production of foods for local consumption should improve only slightly.

If the Government is not successful in handling its budget deficit situation, the inflationary trend could quicken, with serious consequences for the domestic economy, export industries, and the balance of payments.

Assuming, however, that the Government is reasonably successful in dealing with its financial problems and increases in money supply and credit are not excessive, the economy should continue its present active pace, which is close to a boom for some industries.

There may be some trouble spots, however, due to such factors as the need for credit restraints, labor demands for wage increases, and a general increase in costs throughout the economy.

Focus on Peru

This three-story section on Peru contains a review of the country's overall economic situation by Ralph Richardson, a U.S. economic officer in Lima; the prospects for U.S. sales of capital goods and machinery in connection with the Fifth Pacific International Trade Fair this fall, by Thomas J. Roesch, who recently visited Peru in order to develop a list of products with the best sales potential; and an evaluation of current business conditions in Peru by John L. Barrett, the U.S. Commercial Attache in Lima.

Strong capital goods, machinery markets beckon U.S. to Peru

Commerce-sponsored exhibition at Lima world trade fair in October-November to focus on these ready-sales items

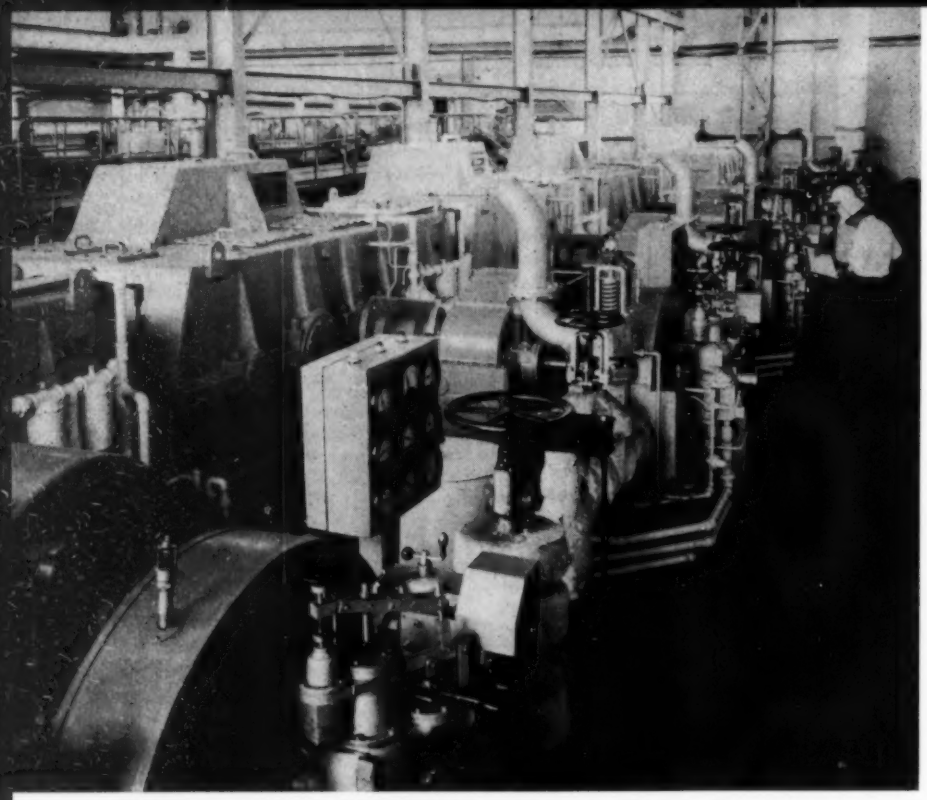
By THOMAS J. ROESCH
Office of International Trade Promotion, BIC

For American businessmen Peru can be a continuing strong market in capital goods and machinery.

This is my conclusion, supported by observations in the accompanying articles, after visiting Peru for four weeks recently as a Market Research Officer and after talking to more than 75 businessmen in the mining, construction, metal products and automotive repair industries.

This work in Peru was in connection with the U.S. exhibition at the Fifth Pacific International Trade Fair to be held in Lima, Oct. 27 to Nov. 12. I was given the task of developing a list of items to be placed in the exhibition that would have a market in Peru.

The Fair has become an excellent vehicle for a commercial exhibition. In the last edition, in 1965, 600,000 visitors came, including businessmen from all over Latin America. The U.S. Pavilion succeeded in selling $250,000 worth of



VIGOROUS DEMAND FOR CAPITAL GOODS is creating good markets for U.S. machinery exports to Peru. This is the power unit for a sugar mill near Paramonga. (W. R. Grace Photo)

merchandise with projected sales amounting to $3.6 million

As with all commercial exhibitions sponsored by the U.S. Government, the Department of Commerce, and the American Embassy at Lima, will conduct a market promotion campaign in behalf of the exhibitors. Thousands of end users of the products being exhibited will be individually invited to visit the US. pavilion. In addition, hundreds of the most important customers will be visited personally and urged to come to the U.S. Exhibition to see specific U.S. products. This type of market development will be done not only in Peru but also in the surrounding countries.

Aimed at industry

In the 1967 show the U.S. Exhibition will be aimed at the industrial sectors of the Peruvian economy—specifically the mining, construction, metal products and automotive repair industries. These areas have been the vanguard of the present economic growth. In 1965 the U.S.-owned mining companies in Peru, alone, made a net investment of $21 million. In 1966 the Peruvian Government is estimated to have furthered highway and housing construction by almost $60 million. The local metal product and automotive repair industries have been expanding to meet increasing local demands

An important development for both of these two sectors was the recent establishment in Peru of a number of assembly plants by U.S. and third country automobile companies at a total cost amounting to about $20 million.

From U.S. trade statistics for 1965, U.S. exports of mining and construction equipment to Peru amounted to about $33 million. In addition, shipments to that country of U.S. compressors was $1.5 million; pumps and parts, $3.3 million; diesel engines, $380,000; gasoline engines, $290,000; generators, $900,000; specialized automotive repair, $195,000; metal products equipment, $627,000; welding equipment and supplies, $912,000; and powered hand tools, $922,000. Chile, Ecuador and Bolivia, the major secondary markets of the Fair, also took considerable quantities of these products.

Both the small and the large mines have extensive plans to open new mining sites or to improve existing operations. This is especially true of the copper mines because of the favorable price of that mineral on the world market. Of special interest to the prospective exhibitors of mining equipment is the Convention of Mining Engineers of Peru to be held in Lima during the Fair (Nov. 6-12).

This year the attendance at the convention will be expanded to include high level government and mining officials from the important mining countries of the world.

The construction of highways and housing has the Peruvian Government's highest priority. Although in some areas the actual construction of the highways is well underway, much of the program is only in the planning stage. Low and medium cost housing is also rising throughout Peru. This spells for the American businessman continued demand for construction equipment from the heaviest of machinery to all types of concrete working and handling equipment.

Rapid expansion

For several reasons the metal products industry will experience a period of rapid expansion in the near term. The automobile assembly plants provide a large varied prospective market for locally produced items. As the local industries meet the quality control standards of the automobile companies, the Peruvian input into each vehicle will increase.

The protective tariff policies, which gave birth to the auto assembly plants, are also spawning general consumer goods in the metal products field. Complementary to these developments is a general sense of optimism in the Peruvian businessman. His view of the future in general is positive and he is anxious to get in on the production of new items for the automobile industry, and for general consumption.

The automobile repair and maintenance industry is also benefiting from the establishment of auto assembly plants. Not only is the number of new cars increasing (and therefore the market for repair services) but also the plants are actively training mechanics in the use of modern repair equipment. As these men graduate into the work shops, they will, in effect, raise the technological level of the industry.

In Lima and in the other cities of Peru, I found U.S.-oriented markets. Although in many of the aforementioned product areas the United States currently has a comfortable share of sales, the European and Japanese manufacturers are extremely active. With a rapidly expanding demand, they can and are increasing their percentage of the market.

More information concerning participation in the Lima Fair is available from Lee Swift, Commercial Exhibits Division, Code 932, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Grace, Ford, Mobil, Pfizer, AMC, others expanding now in Peru

U.S. Commercial Attache reports atmosphere of quiet enthusiasm throughout the business community, but fishmeal industry sags

By JOHN L. BARRETT
Commercial Attaché
U.S. Embassy, Lima

The expansion which Peru has been recording for the past five years should continue in 1967, making it an attractive and interesting Latin American country from the point of view of trade.

Most businessmen are optimistic, and an atmosphere of quiet enthusiasm pervades the business community.

However, the fishmeal industry, which ranks with copper as Peru's leading earner of foreign exchange, is in trouble. Budgetary and balance of payments deficits and inflationary pressures are among the major problems affecting the economy, which could adversely affect an otherwise favorable trade outlook, as reported elsewhere by Mr. Richardson.

The Peruvian Government continues to encourage investment and offers inducements through its Industrial Promotion Law.

The attractiveness of Peru is reflected in the new companies which are interested in Peru, and the expansion of established companies in the country in the latter half of 1966, as well as their plans for 1967.

W. R. Grace & Co. invested $26 million to expand its paper and cardboard operations. Cerro Corporation is sinking $10 million in its mine at 14,200 feet and is moving a town of 29,000 people to get at the ore.

The Lima Light and Power Co. is going forward with its $74 million power expansion program, recently opening its Antacoto-Marcapomacocha diversion tunnel to bring water through the Andes from the Atlantic side to the Pacific side.

Mobil, Cerro and others have joined to explore the dimensions of the Aguaytia gas field, which if it proves out, and if economic features are attractive, may lead to the building of a $100 million gas pipeline over the Andes. Sinclair's subsidiary went on stream with a $490,000 continuous processing refinery in the Peruvian jungle.

Ford has expanded its recently built assembly plant in Lima. Nissan Motors opened its assembly plant in February and American Motors went into assembly production. Goodyear is continuing the expansion of its plant.

Phillips of Holland has a new plant for radio, TV and light bulbs in Lima. Belco continues off-shore drilling in northern Peru. Beatrice Foods bought into a local company. Bayer is constructing a $1 million synthetic fiber plant. Pfizer in February inaugurated a $1.4 million pharmaceutical plant.

These are by no means all of the important recent investments.

Peru is essentially a free trade economy, with few licensing requirements for exports and none for imports. Its trade is strong and growing, particularly in the import area.

The major shift in 1967 will be in fishmeal, which will suffer a sharp decline from the 1966 level of $181.6 million (f.o.b.). Other changes should not carry a major impact, unless the damages suffered by farmers from adverse weather conditions and particularly from this February's floods severely reduce the yields for the year.

In any case, the total value of exports in 1967 is not expected to surpass $800 million (f.o.b.) and, if fishmeal earnings do not rally strongly, could stay near the 1966 mark of $764 million.

The strong import market, of which the U.S. had 39.2% in 1966, offers great potential for U.S. exporters. In 1967 imports should follow the trends of 1966, which saw strong percentage increases in consumer and capital goods.

Projected imports

Projecting on 1966 figures, major imports will probably attain the following values (c.i.f.), durable consumer goods up 2% to $87 million; non-durable consumer goods up 10% to $79 million; construction materials up 11% to $33.5 million; transportation equipment up 14% to $80 million; industrial machinery and equipment up 25% to $240 million; fuels and lubricants up 16% to $27 million; metallic and non-metallic raw materials, up 12% to $380 million.

American exporters in 1967 should give priority attention to the following Peruvian import areas, which offer unusually high potential: nitrogenous fertilizers; insecticides, fungicides and disinfectants; hand tools; machine tools for metal working; machinery for milling grain; ball and roller bearings; electrical heaters, welders, cutters; and automotive buses.

As the industrialization of Peru continues, the metalworking industries should expand further in 1967. The impetus of the 12 automotive vehicle assembly plants which have gone into operation since 1964, with contractual requirements to increase the local content of vehicles assembled in Peru, will provide an increasing market for a variety of products.

Over 30,000 vehicles will be imported into Peru in 1967 as fully assembled or knocked-down units, adding to the 253,-736 vehicles registered at the end of 1966, However, repair facilities are generally primitive and there is a great need for modern workshops and garages.

Observers see cumulative inflationary pressures, arising from central government deficits, contributing to a profit squeeze which is severe in fishmeal and some export agriculture. The immediate future is dark for the fishmeal industry, suffering from high production and lower world demand, higher costs and lower world prices.

Trade deficit

The balance of trade deficit is also of concern. The deficit in 1965 was $62 million, followed by a deficit of $53 million in 1966. 1967 will end with another balance of trade deficit if imports rise substantially again, and fishmeal export earnings experience sharp decline. Unlike preceeding years, which saw the rapid rise of the fishmeal industry and mounting copper prices, 1967 holds no promise of new industries or windfalls from high world prices for Peruvian exports.

The upshot of this in 1967 will be increasing inflationary and balance of payments pressures. The balance of payments position, which ran a $160 million deficit on current account in 1966, will continue to deteriorate. This may lead to restraints on imports or higher duties, or other measures.

The economy will not slow down in 1967. There will be continued inflation at a rate hopefully limited to 8-10%.

The expansion of the economy, rising incomes, an increasing middle-class, higher employment, government spending and investment will all contribute to make the Peruvian market attractive for the U.S. exporter. The investor, by the same terms, will also find Peru inviting for profitable ventures.

Copper prices spur Chile

Imports of capital equipment expected to jump by 15% in 1967

Favorable world copper prices are expected to keep Chile's economy on the upswing in the foreseeable future.

Chile continued to enjoy favorable economic conditions during the last quarter of 1966 and into the first quarter of 1967. The upturn in overall economic activity, in international trade, and the general improvement in Chile's balance of payments should be maintained in the months ahead.

During the last quarter of 1966, President Frei announced that Chile would forego AID program loans and International Monetary Fund standby credits in view of current high copper prices. He indicated, however, that project loans and foreign investment in industries would be welcome.

Chile's growing financial strength is reflected in a record balance of payments surplus of $116.8 million in 1966. In view of much greater exchange availabilities than in recent years, Chile has been able to finance its imports on an almost current basis. The waiting period for foreign exchange coverage of authorized imports has been reduced from 70 days to 60 days.

Chile is continuing to liberalize her imports, by approving the importation of more goods than ever before. Assuming a stable price for copper, President Frei recently predicted a rise of 15% in imports of capital equipment in 1967.

U.S. exporters had a 39.4% share of the Chilean market during the first seven months of 1966, the latest period for which Chilean customs data are available. Imports from the U.S. amounted to $396.8 million, and the U.S. was well ahead of the next supplier, the Federal Republic of Germany, which supplied goods valued at $54.6 million.

On the export side, Chilean customs data indicated exports worth $625.3 million, an increase of 18.6% over the $527.1 million registered for the same period of 1965.

The Chilean Government is continuing to combat its inflation problem energetically. In 1966 the consumer price index rose by 17%, which was an improvement over the 25.9% increase in 1965 and 38.4% in 1964. The Government has set a goal of a 12% maximum increase in the cost-of-living index for 1967.

Considerable progress has been made in restraining inflation in the fiscal and monetary sectors. The money supply increased by only 38% in 1966 compared to 65% in 1965. The reduced rate of increase is due to exceptional increases in savings accounts and other quasi-money deposits. At the same time, bank loans were adequate to finance the estimated 5-6% increase in real output.

In the fiscal sector, the Government benefitted from higher tax revenues from copper exports. Nevertheless, the Government spent almost one billion escudos (about $215 million at the bankers rate of exchange) in excess of its tax income. This deficit was accounted for entirely by capital budget spending. The deficit was financed largely from external sources, which supplied 841 million escudos in credit.

There was no net increase in direct debt to the Central Bank although the Bank did finance a part of the budget through indirect means.

The Administration continued to encounter stiff political opposition to its programs. The denial by the Chilean Senate of authorization for President Frei to visit the U.S. was symbolic of the internal political struggle which may affect pending economic legislation. Nevertheless, recently some headway was made as agrarian reform legislation was enacted and the constitution was amended; the administration's copper program also made further progress.

Awaiting action

Still awaiting action by Congress are the Administration's bill to change the automotive law to permit automotive vehicle assembly in areas other than the port of Arica in Northern Chile and a bill to revise corporation law to encourage investment.

On December 23 President Frei signed a decree authorizing the investment of over $109.4 million to expand the copper production and refining capacities of the Chuquicamata and Salvador operations of the Anaconda Copper Mining Company. The expansion program is scheduled to be completed in four to five years, and will increase the production capacity of these two operations to one billion pounds annually and their electrolytic refining capacity to 957 million pounds.

Reportedly, the decree to authorize an additional investment of $38 million to develop the Exotica mine has been delayed temporarily by technicalities in organizing the Compania Minera Exotica S.A., which will be owned 75% by Anaconda and 25% by the Chilean State.

A recent investment decree will permit the development of the Rio Blanco copper deposit by the Compania Minera Andina, which will be owned 75% by the Cerro Corporation and 25% by the Chilean State. A total investment of $89 million is expected to result in the production of 65,000 short tons of copper annually beginning in approximately four to five years.

No investment decree has been issued yet with respect to the agreement between the Kennecott-owned Braden Copper Mining Co. and the Chilean Government. Reports indicate that negotiations on the terms under which the partners will manage the mine were delaying final approval.

Agricultural production is continuing to lag. Trade forecasts for 1967 fix food deficits as follows, in metric tons: wheat, 600-700,000; dairy products, 30,000; beef and veal, 20,000; and sugar, 150,-000. In addition, imports of cattle are forecast at 40,000 head.

The National Communications Enterprise (ENTEL) has sent bid invitations for construction of a ground station and ancillary facilities in Chile for the nation's hook up with the Intelstar communications satellite. Fifteen foreign companies, among them nine U.S. firms were invited to bid. ENTEL is requesting that contractors make available financing for the project (cost $5-6 million). Deadline for bid receipts is March 27.

In the fishing industry, the anchoveta catch reached a record 1,080,000 in 1966, although it dropped sharply in the last quarter because of a strike. The total catch for 1966 represents an increase of 156% over 1965, an extremely bad year, and a 19% increase compared with 1964, which was a relatively good year.

Eleven-month figures for fishmeal production totaled 185,773 metric tons, compared with 12-month figures of 54,-125 metric tons in 1965 and 146,767 in 1964.

$50 million loan will buy U.S. goods for Kuwait refinery

National petroleum company to build 95,000 barrel unit

The Export-Import Bank has authorized a $50-million loan to Kuwait National Petroleum Co. The loan will be used to finance the purchase of U.S. equipment and services needed in the construction of a 95,000 barrel per day refinery at Shuaiba, some 30 miles south of the city of Kuwait.

Total cost of the new refinery is estimated at some $136 million. Kuwait National Petroleum Company will provide the additional $86 million through its own resources and other credits.

The prime contractor is Middle-East Fluor Corp., a subsidiary of the Fluor Corp. of Los Angeles. The parent company is acting as procurement agent for U.S. purchases to be financed by the Eximbank loan. Principal subcontractors are Foster Wheeler Corp. of Livingston, New Jersey, and Hydrocarbon Research, Inc. of New York City.

Arthur D. Little and Co. of Cambridge, Mass., has been retained by the Kuwaiti firm as consulting engineers.

The refinery complex is slated to be operational by October.

U.S. insures $5 million Reynolds investment in Venezuela aluminum plant

A $5 million investment in Venezuela by Reynolds International Inc. for construction and operation of an aluminum reduction plant and semi-fabricating facilities has been insured by the Agency for International Development.

The company, a Panama corporation and wholly-owned subsidiary of Reynolds Metals Co. of Richmond, Va., is investing in Aluminio del Caroni S.A. (ALCASA), a Venezuelan firm located at Puerto Ordaz in east-central Venezuela.

Approximately $10.5 million for machinery, equipment and building materials will be spent in the United States for this investment, along with $3.7 million for inventories, interest and miscellaneous expenditures. After the plant has been established, it is anticipated that $3.4 million per year will be spent in the United States for components and materials required in operations.

The project will provide the basis for an aluminum industry in Venezuela which is expected to promote fabrication of domestic consumer products. The investors believe that the project will eventually result in the creation of some 3700 jobs.

AID has issued specific risk guaranties to Reynolds International in amounts of $5 million protecting against inconvertibility of local currencies, and like amounts against possible losses from damage by war, revolution and insurrection.

Westinghouse to handle construction and supply of Japanese nuclear plant

The U.S. has authorized a $33.3 million loan to Kansai Electric Power Co. of Osaka to help finance dollar costs of a nuclear power plant to be built at Mihama in Japan, some 175 miles north of Osaka. Westinghouse Electric International has been selected by Kansai as the prime contractor and supplier of equipment and services needed in construction and initial operation.

The Mihama plant is to be completed in 1970, and will furnish power for the World's Fair in Osaka. The total cost of the project is estimated at the equivalent of $96.4 million.

Germany authorizes $625 million for projects

The German Government has approved credits up to $625 million for new projects aimed at stimulating the economy.

Under this new "credit spending budget," the Postal Ministry (Bundespost) is atuhorized to place orders immediately totalling $175 million. Of this amount, approximately $25 million will be used to provide 74 newly-completed telecommunications buildings with technical exchange equipment, $50 million for building construction, and $75 to $100 million for procuring cables and additional telephone, telegraph, and telex exchange equipment.

Funds will also be available for investments in the federal railway and roads.

$14.2 million loans to buy nuclear fuel for German plants

The Export-Import Bank of Washington has authorized two loans totaling $14.2 million to help finance the purchase of enriched uranium fuel for the first fuel charges of two nuclear power plants under construction in Germany.

One loan, for $5.2 million is to Kernkraftwerk Lingen, GmbH., of Dorme, Westphalia, for the purchase of uranium concentrate from Susquehanna Corp. of Chicago, its conversion into uranium hexafloride by Allied Chemical Corp.'s General Chemical Division of Morristown, New Jersey, and enrichment by the U.S. Atomic Energy Commission.

Uranium to be purchased

The other loan, for $9 million is to Kerkraftwerk Obrigheim GmbH., of Obrigheim, Baden-Wuerttemberg, and will help finance the purchase of enriched uranium from the U.S. Atomic Energy Commission.

The two new plants, which together will cost the equivalent of some $140 million, will add about 530 megawatts to Germany's electric generating capacity. Repayment of Eximbank's loans is to be guaranteed by the Federal Republic of Germany. Both undertakings have been approved by the European Atomic Energy Authority as leading to significant progress in the nuclear generation of electric power for industrial use.

AEC authorizes export of radioisotopes to Hungary

The Atomic Energy Commission has issued a license for the export of a small quantity of radioisotopes to Hungary.

The license was issued to Packard Instrument Co. of Downers Grove, Illinois, for the export of 3.5 microcuries of tritium and 3.5 microcuries of carbon-14 standards associated with a liquid scintillation spectrometry system to be used for medical research. The material will be used by the University Medical School, Szeged, Hungary.

It was determined that the export of this material will not be inimical to U.S. defense and security.

Survey shows several nations dropped some import bars in '66

State Dept. report shows eight European countries, Japan ended barriers on some items; Yugoslav liberalization cited

Continued momentum in removal of import restrictions in foreign markets of the U.S. is reported in a recent summary by the State Department. These actions have resulted even while the U.S. is pushing for trade liberalization within the framework of the General Agreement on Tariffs and Trade (GATT) negotiations.

The summary list, reporting actions during 1966 and early 1967, is as follows:

Austria—At the beginning of 1967 Austria removed import quota restrictions from 11 tariff items or sub-items, including carpeting, wooden and plastic furniture, wool blankets, and certain types of electric accumulators and parts.

Denmark—Eleven tariff items or sub-items were removed from quota control in January 1966, including certain fish, sugar confectionery, marmalade, certain glues, friction material and certain lifts. In a further 1966 move Denmark lifted quantitative import restrictions from six tariff sub-items, including biscuits and rusks, flour and meal of sago and arrowroot, certain marmalades and fruit jellies and puree, basketwork and wickerwork, footwear with uppers of rubber, and footwear with rubber soles. Denmark also liberalized a number of items, mostly in the agricultural area, in January 1967. Dried apples and mixtures of dried fruits containing dried apples, fresh cod, plaice and herring, fresh asparagus, grits and flour of buckwheat and millet are among the items no longer subject to quantitative control.

Finland—Since freeing over 170 tariff items or sub-items from quantitative restriction on Jan. 1, 1966, Finland brought about another important liberalization of its import trade in January 1967. This latest action removed quotas covering 144 tariff items or sub-items including certain food products, articles of leather, certain textiles, machinery and equipment and TV and radio receivers. On the basis of Finland's 1964 import trade these two liberalizations freed imports valued at some $60 million.

France—France increased quotas on certain agricultural items of trade interest to the United States, and quantitative controls which had formerly been maintained over more than a dozen food items when imported from the United States were removed. Quotas were also eliminated from imports of certain preserved vegetables, grape juices, orange juices, apple juices, certain other juices and coffee extracts. Another step in late 1966 freed such manufactured items as cotton terry fabrics, knitted or crocheted socks and stockings, certain sewing machines and needles, electric cells and batteries, and lighters from quantitative restriction.

Iceland—In 1966 Iceland removed quantitative controls from a range of products which accounted for about 7% of its imports in 1964. This important liberalization covered a wide range of items such as malt, blucose, and coniferous wood, carpets, knitted or crocheted stockings, undergarments, piping, glass articles, bottles, electric accumulators, wire, certain tube and pipe fittings, and a variety of intermediate iron and steel products. At the beginning of 1967 Iceland adjusted its quota controls, so that 86.5% of total imports—based on 1965 trade—are free of any quantitative control. Quotas were removed from unroasted coffee, electric motors, glass, hollow plates and veneer.

Japan—There were two import trade liberalization steps in 1966. The first freed cocoa powder in small containers, streptomycin, and certain yarn of man-made continuous fibers from quantitative restrictions; the second freed penicillin, tantalum and articles thereof, and certain outboard motors.

Norway—Import quota controls were removed from a number of agricultural items of considerable trade interest to the United States at the beginning of 1967. These included canned mixed fruit and fruit cocktail, canned sour cherries, canned fruit juice mixtures, certain canned vegetable juices, frozen corn and precooked rice.

Spain—In 1966 Spain lifted quantitative import restrictions from seventy-five tariff items. These included various coated textile fabrics and garments, various household goods and appliances, certain cutlery items, nails, dyes, tanning extracts, and a range of paper products.

Yugoslavia—On Jan. 1, Yugoslavia began a "bold and promising" trade liberalization program. By some estimates, the amount of 1967 imports on the free list may reach 50%. Among items removed from qualitative restriction are certain types of electrical gear, appliance components, signalling equipment, stationery and other paper products, most building materials, wood products, leather and footwear, fruit juices, and many metals and minerals.

Spanish industries getting priority credits are listed

Law sets conditions in effort to develop better economic base

Spain announced Feb. 18, in State Gazette—Boletin Oficial del Estado—its annual list of industries to be granted priority credits should private financing be unavailable. These credits will be issued only under these conditions: the credits must be used to finance the purchase of capital equipment made in Spain; and to undertake investments in Spain; the credits may not be used to finance foreign purchases.

Industries granted priority in 1967 are: metallurgical, coal, leather, vegetable preserves, paper, sheep and cattle raising, iron ore mining, industrial cold storage facilities, cotton and wool textiles, cement, and shipbuilding.

The purchase of agricultural machinery and machinery for developing sub-surface water sources, and the erection, on a non-profit basis, of buildings of social value, are also covered. In addition, all of the sixteen industries already granted benefits under the Development Plan in the seven promotion and industrial development centers, as well as industries enjoying benefits under the Exporter's Card, may qualify for these credits.

New Guatemala tax measures should yield $8 million

Effective Jan. 1, Guatemala instituted several new tax measures which are expected to increase Government revenues by approximately $8-10 million during 1967.

The following provisions are included in the new bill, and are to remain in effect only for 1967. Taxes on properties valued at over $20,000 will be doubled so that the effective rate for 1967 will be $6 per thousand of assessed valuation as opposed to $3 per thousand previously.

All dividends remitted abroad or credited to the account of non-residents within Guatemala will be subject to a 10% withholding tax which will constitute a final and definitive tax payment on such earnings. Income taxes payable during 1967, but which in some cases represent income received prior to 1967, will be increased by 10% across the board.

On certain transactions such as the sales of goods and services for which a government stamp must be affixed, the stamp tax is increased from 1% to 1.5% for 1967. All persons travelling abroad from Guatemala by air during 1967 must pay a tax equal to 5% of the value of the ticket. All first purchasers of new passenger cars (including station wagons), racing cars, and three-wheel vehicles must pay an excise tax of 5% on the net value of the sale. Those individuals purchasing cars abroad must pay a tax of 15% on the list price of the car.

The law also provides that a commission will be formed to make a report within six months for permanent changes in the national tax system. A Spanish and an informal English translation of Law 1627 is available on a loan basis from the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

India abolishes bauxite export monopoly policy

The Government of India is approving direct exports of bauxite by private and public exporters. Effective Feb. 2, bauxite exporters were given the choice of negotiating their own contracts and shipping agreements or continuing to utilize the services of the government-owned Minerals & Metals Trading Corp. (MMTC).

Prior to this policy change, and since July 15, 1965, exports of bauxite were permitted only through the MMTC.

The MMTC is continuing as the country's only exporter of Indian iron ore (except ore of Goan origin), manganese, ferromanganese, and coal.

Finland seeks foreign investment; offers aid

Finland seeks and encourages direct foreign investment in most branches of industry. According to a recent announcement the Goverment has established a special committee to provide information and assistance to foreign investors. Finnish laws governing direct foreign investment will be applied liberally and receptively. To further improve the investment climate, tax reforms also are planned.

Inquiries should be addressed to: The Committee for Foreign Investments, Ministry of Trade and Industry, Helsinki 17, Aleksanterinkatu 3. D., Finland.

Dominicans say they will pay off 1965 debt by May

The Dominican Republic Government has announced that it intends to complete payment of 1965 debts to the commercial sector before May 1967. Once these payments have been completed, the Government then intends to continue making monthly payments to the commercial sector for debts incurred prior to 1965.

As of December 31, 1966, the Government's 1965 debt to commercial suppliers stood at $1.8 million, of which almost half was owed to foreign creditors, mostly U.S. During the last six months of 1966, payments totaling $562,000 were made on 1965 obligations.

Payments on pre-1965 obligations will be made in accordance with lists being prepared by the Secretariat of State for Finance, with smaller claims receiving preference.

Spain revises policy; investment norms to give firms choice

Adjusts November announcement on capital, job minimums

The Spanish Development Plan Commission revised its announcement (see INTERNATIONAL COMMERCE, Nov. 28, 1966, p. 23) on new minimum standards for new firms in the industrial development centers *(polos de desarollo)* and promotion centers *(polos de promocion)* desiring benefits and incentives already offered under the Development Plan.

Revised standards require that firms being established in the five industrial development centers—La Coruna, Sevilla, Vigo, Valladolid and Zaragoa—invest either a minimum of $666,800 or create at least 100 new jobs.

Firms being established in the two promotion centers—Burgos and Huelva—must invest either a minimum of $333,400 or create at least 50 new jobs. As previously announced in INTERNATIONAL COMMERCE, this option did not exist—the standards required the same investment and the creation of the specified number of new jobs.

The revised directive, published in the State Gazette *(Boletin Oficial del Estado)*, Feb. 14, applies to all applications filed for consideration during the 1967 submission period which opened in October 1966.

Italy opens '67 quotas to U.S. for raisins, soybean oil, and tetraethyl lead

Italy has opened a quota for the year 1967 for raisins, for direct consumption, in packages of more than 500 grams but not more than 15 kilograms ($200,000) and a quota for the first six months of 1967 for soybean oil ($415,000). Both of these quotas are open to the U.S. and various other countries.

A quota has also been opened for the year 1967 for tetraethyl lead and antiknock compounds based on tetraethyl lead (240 metric tons) to the U.S. and U.K. only.

Austria extends tariff reductions

Variety of products will be exempt from some charges until June 30

The Austrian Government recently approved an extension of voluntary temporary reduction in customs tariff rates for a large number of goods. The reduced rates will be in effect until June 30. Products of interest to U.S. exporters affected by the reduction include these (customs tariff numbers are shown in parenthesis):

Natural calcium phosphates, natural aluminum calcium phosphates, apatite and phosphate chalk, ground (25.10 B); calcium molybdates (ex 28.47C2); lacquers used in the manufacture of mirrors (ex 32.09 B); pearl essence (ex 32.09 B); water pigments for the leather industry (ex 32.09 B); ink pastes in the manufacture of ball-point pen refills (ex 32.13B2); solvents from products with tariff numbers 39.01 through 39.06 in volatile organic form, used in resinous fibers and in the production of paper (ex 32.09 B); multi-cellular (frosted) glass in blocks, slabs, plates, panels and similar forms (ex 70.16); thickened bronze powder used in the production of sinter layers (ex 70.06); molybdenum, wrought, in powder form (ex 81.02 A); microphones with a weight of up to 15 grams per unit used in the manufacture of hearing aids (ex 85.14 B); parts of electronic lamps and valves falling within subheading A4 (85.21A5); electronic timing instruments, antenna measuring devices, electrical stretching devices, and dynamometers (ex 90.28 B).

For additional information, **write:** European Division, OIRE, U.S. Department of Commerce, Washington, D.C. 20230.

Gibraltar raises import duties on specific items

Gibraltar has raised the import duty on specific items in the tariff schedule, levied a 5% ad valorem duty on numerous items previously duty-free and placed a transit fee on whiskey and spirits imported in bond for export.

However, foodstuffs, non-alcoholic beverages, medical supplies and pharmaceutical products, lubricating oil, newsprint, certain publications, and basic building materials remained duty-free in view of the Government's stated aim to raise additional revenue without increasing the cost of living or hampering Gibraltar's economic development.

Duty rates applicable to imports from all countries were doubled to 5% ad valorem on mechanical pencils and fountain and ball point pens. Duties with similar applicability were increased from 8-⅓% to 10% ad valorem on these selected items: accessories for motor vehicles, cameras and accessories, photographic film, movie projectors, safety razor blades, radio receivers and transmitters, clocks, watches, and electric shavers.

Alcan merger thought to be Norway's top business deal

A merger has been announced between the Canadian concern Alcan Aluminum Limited, and the Norwegian state-owned A/S Ardal og Sunndal Verk. The transaction is probably the biggest business deal ever concluded in Norway.

Alcan has taken over 50% of the 115 million crown share capital ($16.1 million) of A/S Ardal og Sunndal Verk, which is the biggest aluminum producer in Norway. In compensation, the Norwegian State has taken over 1.1 million Alcan shares, thus becoming the biggest single shareholder in Alcan. Norway will hold about 3% of Alcan's common stock.

Payments to Norway

The merger also provides for Alcan to pay Norway $4 million over a period of five years. Another condition is that Ardal og Sunndal is to take over 50% of the shares which Alcan holds in the two Norwegian firms, Norsk Aluminum Co. and Nordisk Aluminum-industri A/S.

Ardal og Sunndal Verk produced 169,000 tons of aluminum in 1966, and the capacity will be further increased by about 45,000 tons per year in the autumn of 1968 when a new plant goes into operation. Total Norwegian production of crude aluminum during the year was about 300,000 tons, which is 20% above 1965.

This transaction brings into focus the conflict of interest between two important State-owned Norwegian industries. Norsk Hydro, the Norwegian chemical and metals concern in which the Norwegian State has a stake of over 40%, has sharply criticized the transaction. Norsk Hydro is currently building an aluminum smelter and a fabricating plant in West Norway in co-operation with the American firm, Harvey Aluminum.

Nonetheless, this transaction underlines the current trend toward the internationalization of companies.

U.S. firms aid flood-wracked Italian artisans

Speedy American response keeps Florentines in business

The Florentine artisan who is putting the finishing touches on an article for spring shipment may reflect for a moment on his plight last November, when prospects looked dim for quick recovery from the floods. But his thoughts may also turn, at this point, to American business. For, among the countless initiatives to assist the Florentines after the flood, that of U.S. firms has been outstanding.

A.L.F.A., the American Loans to Florentine Artisans, has helped many artisans get back on their feet. A.L.F.A. was the brainchild of Emilio Pucci, the well-known Florentine dress designer and member of parliament; Giuseppe Fantacci, an American citizen who is president of the Florence section of the American Chamber of Commerce of Italy; and Enzo Tayar, president of the Italian Association of Buying Offices.

These three men are experienced observers of the Florence economy. After the flood it was apparent to them that the Florentine artisan would need immediate help if orders were to continue to flow to the United States. They also recognized that the artisan would need more assistance than could be made in outright grants, which he would be reluctant to take in any case.

The unique quality of A.L.F.A. lay in its simplicity and the speed of its operations. Arrangements were made, based on A.L.F.A.'s recommendations, for a local bank to make loans immediately to artisans. A distributing committee, including most of the important resident buyers, was set up to assist in the project. Simultaneously A.L.F.A. solicited pledges from U.S. and other buyers to pay the interest on these loans.

U.S. companies responded instantly to A.L.F.A.'s initiative. By the middle of January, American business had pledged to pay the interest (at 5.5%) on approximately $1 million. So far, over $750,000 has been loaned in amounts of from $800 to $32,000 to 135 handicraft and small industrial firms sponsored by A.L.F.A. The work of collecting and lending continues.

Pear-grown-in-bottle, dress-slit protector among license offers

Manufacturers in four European nations seek U.S. companies' interest in gypsum process, ignition systems, slag granulation

Manufacturers in Germany, Switzerland, Belgium and the Netherlands are seeking U.S. licensees to produce and distribute their products for the U.S. market.

Products offered include a new process for producing synthetic gypsum, ignition systems and related products, pear brandy, a newly developed device to protect the so-called "Dior-slit" in ladies dresses, and a process for the granulation of blast furnace slag.

For additional details concerning these products and the names and addresses of the manufacturers, **write:** Office of International Investment, Code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

Brandy process

● A Swiss brandy distiller offers a license to a U.S. firm to produce pear brandy from Williams pears, a variety of pears grown in the Sacramento area of California, as well as in Switzerland.

The Swiss firm makes pear brandy out of third choice Williams pears and utilizes a new process in which a pear is grown in the bottle and preserved through a special treatment. The bottle is then filled with pear brandy. According to the company, the bottles are affixed to pear trees in Switzerland during the period of May 25 to June 10 which corresponds approximately with the period of May 10 to June 5 in the Sacramento area.

Technical information for the growth and preservation of pears inside bottles would be provided by the Swiss concern. **File 1484**

Ladies' apparel

● A German firm seeks a U.S. licensee, preferably a manufacturer of ladies' outerwear, to produce its newly developed device to protect the so-called "Dior-slit" in ladies' skirts against wear and tear. The German company claims the new device has the advantages of being invisible and inexpensive. In addition, physical tests made by a German testing institute reportedly revealed that a skirt slit equipped with this device can endure more than twice as much strain as conventional skirt slits. **File 1427-R.**

Synthetic gypsum

● A large German chemical manufacturer seeks U.S. licensees, specifically companies in the gypsum industry for its new method for the processing of synthetic gypsum, particularly phosphoric acid gypsum.

The method developed by the German firm is a wet process, whereby calcium sulphate-semi-hydrate is obtained in a form which has considerably better qualities than that obtained by dry calcination. All impurities which might decrease the quality of the finished product are eliminated.

The semi-hydrate is initially obtained as a moist compound that can be immediately shaped into construction elements by casting into molds. This saves large expenses for drying, according to the German firm. In addition, there is still the possibility of conventional drying to acquire powdered gypsum or calcination to get anhydrite.

The German company states that synthetic gypsum produced utilizing its process has a distinct white color both as a powder or as cast construction elements, which compare favorably with most products made of natural gypsum. The company also claims the feeding quantity of gypsum produced under its process is widely variable. This makes it possible to manufacture shaped parts or construction components either of very light or very heavy weight depending on the proposed application.

According to the German firm, the equipment needed for processing gypsum by its method is reasonably priced and requires little floor space. In addition, since the operation is a continuous process, only a small staff is necessary to run the facility. The entire operation is, therefore, highly economical when compared with the mining and processing of natural gypsum.

Synthetic gypsum manufactured under this new process has numerous fields of application, reports the German firm. The gypsum can be applied to the needs of regular stucco, building plaster and flooring plaster.

In its powdered form the gypsum has many applications in the industrial field, preferable in the manufacture of molds, in the ceramic and brick industry and for insulating purposes. Wet gypsum can be utilized for the production of such shaped parts as partition wall boards, ceiling panels and insulation boards. **File 1485.**

Low voltage ignitions

● A Dutch firm engaged in the development of low voltage ignition systems offers a license to a U.S. company to manufacture ignition systems and related products.

The equipment available for production includes: 1) low tension and portable low tension ignition systems and devices for use in gas and oil burners; 2) low tension spark plugs and ignition units for oil and gas burning equipment; 3) special low tension spark plugs and ignition equipment for use in the petrochemical industry; 4) low tension ignition systems for gas engines. **File 1100-R.**

Slag processing

● A Belgian firm seeks U.S. licensees to utilize the techniques involved in its process for the granulation of blast furnace slag. The process employs a conforming jet which mixes with molten slag in such a way that tiny localized explosions form the slag droplets into irregular shaped granules not unlike popcorn. The granules have many irregularly shaped excrescences reportedly making them ideally suited for cement filling purposes.

The material is said to be extremely hard and friable and requires no further processing, since the granulating operation delivers it clean, dry and uniform ready for bulk hauling. Reportedly, the system is continuous and automatic, requires little maintenance, and is surprisingly compact, to fit into many existing systems. The Belgian firm states that its system is used almost universally in Europe and has recently been adopted in Asia as well. **File 1403-R.**

U.S. licensees wanted to produce various products of foreign firms

Names and addresses available from Commerce Dept.

Firms in England, the Netherlands, Germany, and Norway are seeking U.S. licensees to manufacture and distribute their products for the U.S. market. The products are loose leaf binding materials, tube-connecting systems, a pivotable toothbrush and prefabricated nonsupporting partitions.

To obtain additional details about these products and the names and addresses of the manufacturers **write:** the Office of International Investment, Bureau of International Commerce, code 874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

● A U.S. licensee is sought by a Norwegian architect to produce his prefabricated, acoustical, non-supporting partition walls for hospitals, schools, offices and laboratories. The architect claims that the partitions are acoustically excellent, stable, fire-resistant, have other advantages claimed as these: 1) A special seam arrangement in the construction enables each panel to be assembled or removed without touching the adjacent panels—even with a complicated connection; 2) This type of partition can support shelving; that it has been weight-tested using 1,100 lb. on a bookshelf fitted into the seam arrangements between two panels and there was no measurable movement in the partition.

These partitions are made of steel, internally braced with gypsum and insulated with mineral wool. Each panel is manufactured to full room height, minus an allowance for base rail and ceiling arrangements. The panel is clamped tight between floor and ceiling by means of adjustable screws. The partitions, produced under license in Scandinavia, West Germany, and Austria are, reportedly, successfully marketed in these countries. They are also patented in the U.S. and Canada. **File 1486**

● A Dutch firm offers a license to a U.S. company to manufacture its patented tube connecting systems for construction purposes. The system allows both dismountable and fixed connections to be made by putting one tube on, into or through another and all kinds of connections are possible even with tubes of different diameters. The connections can be secured by bolts, screws and catches or by welding and hard soldering, if a permanent connection is desired. The manufacturer claims several production advantages: All dies are simple and couplings can be made quickly and easily. Finishing such as nickeling is possible before the tubes are stamped; the tube-connecting systems can be used with scaffolds, bleachers and stands for sporting events, racks in shops and store rooms, ship bridges and railings and toys (or other uses, i.e.), handlebars, playground equipment, toys, clothes racks and certain kinds of furniture. **File 1487**

● A German physician and orthopedist offers to license the manufacture of his patented pivotable toothbrush which features: two bristle brushes pivotably mounted with adjacent ends on the handle; this handle has two adjacent square recesses which open dovetail-fashion; and the end faces have smooth surfaces constructed like toothed segments with a square pin in the abutment head.

The brushes operate in this way: the user slides forward with his thumb a mechanism which is on the handle and thereby snaps the brushes open horizontally—they are now in position for teeth-brushing, and after use can be returned easily to the recessed area in the handle by moving the mechanism to the rear. The inventor says that the three component parts—the brushes, the handle and the sliding component—can be mass-produced inexpensively by a simple process. These component parts, he claims, can be easily assembled into the finished product and gives as an example how easily the sliding component is slipped onto the handle and is retained by its bent lateral edges. **File 1488**

● A British manufacturer of loose-leaf plastic binding products seeks two or three large U.S. firms with production and distribution facilities in the printing industry to manufacture its bindings under license. The products have proved popular, the firm says, in the U.K. and in other countries.

Primarily, these products are used for binding publications of limited distribution; for commercial and industrial use in binding catalog sheets, reports, etc., and for educational use in binding school reports, term papers, and other materials.

The bindings can be supplied in various widths and lengths up to 36 inches. Advantages claimed by the firm are: attractive appearance, low cost, ease of application, and the possibility of neatly printing or defining the binding edge so that the document is readily identifiable on a bookshelf.

The binding products are patented in the U.S. and licenses have been granted to manufacturers in many countries, including Australia, Austria, Canada, Italy, Norway and Spain. **File 1449-R**

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

German firm wants license for industrial staplers

A manufacturer and distributor of pneumatic, electro-pneumatic, and electro-hydraulic pneumatic industrial stapling machines for the packaging, woodworking, and furniture industries, seeks to produce these machines under license.

The German firm's facilities include a plant, a designing and engineering department, warehouse facilities and sales offices in Nuremberg and Michelan. It has about 30 employees and reports annual sales of around $1.25 million.

Write: R. Breschinsky, Industrieheftmaschinen, 26 Industriestrasse, 4816 Sennestadt, Germany.

Australian producer of canvas products desires arrangement

Representative to visit U.S. to discuss proposals

A manufacturer of tents, tarpaulins, canvas covers, awnings and camping accessories wants to make products in this field under a licensing agreement with a U.S. firm.

The Australian company is interested in manufacturing tents, canvas camping products and such canvas furniture for outdoor use as stools and cots. It is particularly interested in making tents of the external frame-type and pup tents which are easily erected and generally more practical than the standard type.

The company has about 30 employees; its plant equipment includes 15 industrial sewing machines, and markets its products. Small quantities were sold to the Australian Army, the firm says, and it is also interested in selling to the U.S. Armed Forces, once a U.S. Army Procurement Office has been established in Australia. The firm, however, says it realizes production facilities would have to be expanded to manufacture in substantial quantity.

A representative of the Australian concern plans to visit the U.S. in July or August to discuss any interesting proposals made by U.S. firms in response to this announcement.

Write: The Texas Company Pty. Ltd., 90-94 Parramatta Rd., Stanmore, N.S.W., Australia. WTD.

Venture for water well upkeep sought by Saudi Arabian firm

A large general trading and construction firm of al-Khobar proposes a joint venture with a U.S. firm, experienced in servicing water wells and pumps, to repair and maintain approximately 250 deep water wells and pumps throughout Saudi Arabia. Technical assistance is wanted and machinery and equipment may be sought as well.

This firm has diversified activities: its construction division has completed projects for oil companies and the Saudi Arabian Government, including the building of oil field facilities, pipeline laying and water well drilling; it supplies oil field equipment and machinery; its major activity is the importation and distribution of such products as automobiles, tires, pumps, lubricants, and air conditioners; and it represents several U.S. firms as a sales agency.

The firm says its warehousing facilities are ample, that its employs number between 300 and 500 people—this is dependent on its construction projects—and that it also has an interest in an electric power company and a laundry.

Write: Saleh & Abdul Aziz E. Abahsain, P.O. Box 209, al-Khobar. WTD.

Three British firms want U.S. licenses to produce goods

Electrical, packaging equipment, Floating tank roofs are subjects

Three British firms seek U.S. licenses, licensing and/or cross licensing to manufacture transformers, transducers and associated equipment; floating roofs for oil storage tanks; and plastic types of engineering and servicing equipment and machinery. U.S. firms should write directly to the firms below for additional details.

● **A licensing and/or cross licensing arrangement with U.S. producers of small specialized transformers, transducers, magnetic amplifiers and associated equipment for industrial, medical and educational use** is sought by a manufacturer of custom built transformers and transducers.

Established in 1928, the British firm specializes in making instruments designed to meet customer requirements. It supplies some of the leading industrial concerns in the U.K., as well as other customers located all over the world. Its instruments are also incorporated in demonstration equipment for the educational field and electronic equipment utilized in medical treatment and research. The company has approximately 100 employees.

Write: Savage Transformers Ltd., Nursteed Road, Devizes, Wiltshire, England. WTD.

● A well established manufacturer and distributor of wrapping and packaging machinery **seeks a license to make equipment suitable to its present engineering and servicing capabilities.** Products of particular interest include plastic forming, filling and sealing machines, printing, vending and case filling equipment and polystyrene molding machinery.

The British firm claims to have an excellent sales organization covering the U.K. and 30 foreign countries. This group is backed up by a team of experienced service engineers. The firm was established in 1948 and has approximately 180 employees.

Write: Auto Wrappers (Norwich) Ltd., Whiffler Rd., Drayton Road Industrial Estate, Norwich, Norfolk, England. WTD.

● This firm, specializing in the fabrication and installation of welded storage tanks and petro-chemical pipework seeks a **license to manufacture and distribute floating roofs for oil storage tanks.**

The British company emphasizes that the roof's design must already be acceptable to international oil companies. Established in 1948, the concern has about 220 employees.

Write: McKenna Constructions Ltd., Thermal Rd., Bromborough, Cheshire, England. WTD.

Dutch company wants license to make laundry equipment

● A Rotterdam manufacturer of comcial laundry equipment **seeks a license to produce medium sized industrial machinery for distribution throughout Western Europe, the Near East and other countries.**

The Dutch concern is interested in producing such equipment as air and sewer water purification equipment, containers, distillation boilers, disinfection equipment, posts for street lighting, chemical cleaning machinery, electric switching and relay cabinets, masts for high voltage electric cables and sterilization cabinets for the food and allied industries. It is particularly interested in equipment which could be initially manufactured in series of 10-25 units with a maximum price of about $7,000 each. The Dutch firm would also handle the servicing of the machinery and equipment after the distribution and installation.

According to the firm, its two plants are equipped to switch over immediately to the production of medium sized machinery and can be enlarged considerably, if necessary.

For further details about this opportunity, interested U.S. companies should contact: N.A. Spronk & Zonen's Machinefabriek N.V., P.O. Box 3046 or 34 Ceintuurbaan, Rotterdam 12, The Netherlands. WTD.

Japanese firm seeks rock drill license

Located in Nagoya, the largest manufacturer of rolling stock in Asia seeks a license for the production of electric rock drills by its electrical machinery division.

The Japanese firm exports locomotives and rolling stock to Australia, Asia, Africa and the Middle East. It is a major supplier to the Japanese National Railways. In addition, the company manufactures such construction and mining machinery as power shovels, excavators and scrape dozers, plus electrical equipment for the domestic market.

The company operates five plants in Japan, including three in Nagoya, with total floor space of around 266,560 square yards. Manufacturing equipment consists of 845 machine tools, 204 metal working machines, 968 electric welders, 84 wood working machines, 59 forging devices and 2,000 other machines and pieces of equipment.

Established in 1896, the firm has approximately 6,000 employees, plus 300 traveling salesmen.

U.S. companies interested in obtaining the name and address of the Japanese concern as a potential licensee should **write:** Bureau of International Commerce, Office of International Investment 876, Department of Commerce, Washington, D.C. 20230. WTD.

Saw blade factory in U.S. is subject of venture inquiry

● A joint venture with an experienced U.S. company to set up a medium sized plant to produce saw blades in the U.S. is sought by a Belgian producer of diamond saw blades.

Although it prefers a joint venture, the Belgian concern would consider other cooperative arrangements including a licensing agreement with a U.S. manufacturer.

The Belgian firm's diamond blades are used principally by marble and granite quarries and are reportedly of high quality and low price. It is said that the concern's products have proved to be of exceptional quality both in Greece and Germany. In addition, the firm claims that one of the most important granite enterprises in Europe purchases $10,000 worth of its saw blades monthly.

Favorable market prospects are likely to exist in the U.S., since two large and well known U.S. firms have shown great interest in the possible establishment of a new U.S. plant to manufacture these Belgian saw blades. The concern, however, prefers to make arrangements with smaller companies in order to be in a better position to protect its production secrets and to have a higher financial participation in any potential arrangement with a U.S. firm.

To obtain the name and address of the Belgian firm, interested U.S. saw blade manufacturers should **write:** Office of International Investment, Code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230 referring to the File number following the opportunity. **File 1416-R.**

Brazilian producer of coffee brewers looks for partner

A leading Rio de Janeiro manufacturer of electric and non-electric coffee brewers seeks a joint venture and is willing to dispose of the majority interest in the enterprise.

This concern also makes a complete line of aluminum kitchen ware. It was established in 1907 and now operates a 2,700 sq. yd. plant in Rio de Janeiro, it says it owns additional property in the resort town of Cabo Frio. According to the firm, about 90% of its production is metal stamped. Sufficient machinery is available to meet current production levels.

U.S. firms interested in exploring this proposal may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Degree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For further details on the proposal **write:** Cafeteira Brasileira S.A., Rua Sao Luiz Gonzaga 88, Rio de Janeiro, Brazil. WTD.

Belgian firms desire U.S. ties for licenses; one seeks venture

Four Belgian firms are looking for U.S. links; three for licenses and one is seeking a joint venture.

● Established in 1896, this firm specializing in the construction of drying and carbonizing machinery for the textile industry seeks a **license or similar arrangement to produce thermodynamic equipment.**

The Belgian firm also manufactures hot air heating equipment for domestic and industrial uses, as well as special high-temperature and high-pressure hot air generators. Its facilities are also well equipped for the construction of light steel sheet structures requiring a perfect finish.

The company has approximately 80 employees and distributes its products on both the domestic and export market.

Write: Jules V. Poncelet & Fils S.A., 19 Rue de la Hoegne, Theux-Verviers, Belgium. WTD.

● A Belgian **manufacturer of cans and containers seeks to expand production through a licensing arrangement with a U.S. firm.**

Established in 1964, the Belgian company has around 20 employees and claims to process 200 metric tons of tinplate annually. Production machinery includes shearing machines, presses, bending machines, stitchers and compressors. The company markets its products within the European Common Market.

Write: Manufacture d'Emballages Metalliques Gerard & Cie, SA., Battice, Belgium. WTD.

Trailer venture offer

● A **joint venture to expand its production of aluminum trailers** is sought by a Brussels manufacturer.

The Belgian firm claims it is adequately equipped and has considerable experience in this field. It has around 15 employees.

Write: Holiday Service, 46 Avenue Brunard, Brussels 18, Belgium.

● A Belgian importer of water softeners, complete kitchen installations and electrical household equipment **seeks licenses from U.S. companies covering industrial water softeners and filters, for subcontracting in Belgium.**

Write: Codem S.P.R.L., 42 Place de la Digue, Charleroi, Belgium. Attn: Mr. Jean Urbain. WTD.

French firms seek items under licenses

Three French manufacturers are seeking licenses to make water expansion tanks, transducers, and metal parts.

● **A license to manufacture expansion tanks** of the diaphragm type is sought by a firm specializing in the production of expansion tanks for water heaters, reheating tanks, and tanks for cold water under pressure. Established in 1905, the French company operates a modern, well equipped, 30,000 sq. ft. plant. About 300 tanks are manufactured daily, but the firm states this number could be doubled. The company has approximately 50 employees, plus 7 traveling salesmen. It wholesales its products to plumbing companies or plumbing equipment dealers. **Write:** Etablissements Massal, 5 rue Alsace Lorraine, 34-Agde, France. WTD.

● A manufacturer of inter-communication systems, static relays and energy converters seeks a **license to produce transducers.** Established in 1951, the Paris firm is currently capitalized at $250,000 and reports annual sales of $2 million. It has around 150 employees and distributes its products in France, other Common Market countries, Africa and the Near East. The Paris concern also has a licensee in West Germany. **Write:** Telecommunications Electroniques, Aeronautiques et Maritimes (T.E.A.M.), 31 rue Censier, Paris 5, France. WTD.

● A manufacturer of metal parts for vehicles, electric and heating equipment, and metal cabinets seeks a **license to produce various metallic parts.** The French firm specializes in the cutting, stamping and forming of metals. Its equipment includes spot welding and metal engraving machinery. Established in 1959, the French concern reports annual sales of approximately $400,000 and has around 55 employees. **Write:** Societe Nouvelle des Etablissements Bachler, 1 rue de Soissons, 28-Chateaudun, France. Attn: Mr. Marcel Bachler. WTD.

Pakistan bottling venture

A joint venture to establish a glass bottle manufacturing facility is proposed by a Pakistani entrepreneur.

The plant would produce beverage and pharmaceutical bottles.

Write: Mr. Bashir Ahmad, 134-C Model Town, Lahore, West Pakistan. WTD.

Mexican firm proposes essential oils venture

With 20 years experience in the cultivation of citronella, lemon grass and similar plants, as well as the manufacture and sale of aromatic products made from essential oils, the management of this experienced firm is interested in a joint venture for expansion purposes. This expansion is considered necessary in order to meet demands of the Mexican market and to provide products for the export market. Terms of a joint venture arrangement with a U.S. firm are open to negotiation.

The Mexican firm is also reported to manufacture flavors for cosmetic and industrial use and, during the 20 years of its operations, has developed its own formulations. Expansion planning calls for an initial land acquisition of from 1,250 to 1,500 acres at a site providing favorable climatic conditions for the growth of citronella, lemon grass and similar plants.

This proposal may be of interest to firms wishing to enter the Mexican market as essential oils are subject to Mexican government import controls, duties are reportedly high and import permits are sometimes not extended to importers of essential oils.

More information is available from the Mexican firm's authorized representative. **Write:** Mr. Melvin Pine, C. Beistegui 605-1, Mexico 12, D.F.

Italian firm wants licenses to expand line: metal surface treatment, dry cleaning items

An established Milan manufacturer of metal surface treatment machinery and cleaning equipment seeks licenses to expand production of these products.

The Italian firm plans to move its operations into a new well-equipped 100,000 sq. ft. plant in the near future. These expanded facilities will have excess production capacity that the firm wants to utilize in the manufacture of new types of treatment machinery and cleaning equipment.

Established in 1917, the Milan firm is reported to be a leading Italian manufacturer of dry cleaning and ironing equipment and metal surface treatment and degreasing machines. It markets its products on both the domestic and foreign market and has developed a good sales organization in both areas. The concern has about 140 employees.

Write: Impianti Everest L. Calcaterra, S.p.A., Via Saccardo 45, Milan, Italy. WTD.

Swiss metals firm looks for license

A well-established manufacturer of metal products seeks a license or similar arrangement to make steel and other products.

The Swiss company produces cold finished steel, wire products, fasteners and carbide tool steels. It is interested in licenses in these areas, preferably for newly developed items, and also in making machine tools, plastics, equipment for the electronics industry, and atomic power plant equipment.

Established in 1914, the firm operates three well-equipped plants in western Switzerland, employing approximately 1400 people. The company says its facilities can be adapted and expanded for the manufacture of new products and that it also has laboratories which can be used for research and development in the metalworking, construction and machinery industries.

Financing would be provided by the Swiss firm for industrial investment for developing and manufacturing the products covered by licensing arrangements.

The Swiss concern's sales and marketing organization distributes the firm's line in Switzerland and, on a limited scale, to all European countries, the Far East and some African countries. This organization would introduce and market the new products.

U.S. companies interested in obtaining further details about this opportunity should **write:** The United Wire Works Ltd., rue du Marche-Neuf 33, 2500 Bienne, Switzerland. WTD.

Agricultural equipment tie sought by Spanish producer

Established in 1914, a leading manufacturer of agricultural machinery, farm implements and tools seeks a license to produce agricultural equipment.

The Spanish firm also imports tractors, parts and accessories for use with tractors and combines, and a variety of agricultural machinery not presently produced in Spain. The company has 33 branch offices located throughout Spain and is represented by numerous non-exclusive salesmen. It has approximately 885 employees and reports annual sales of about $6.6 million.

U.S. agricultural manufacturers desiring more information should **write:** Ajuria, S.A., Beato Tomas de Zumarrega 41, Victoria, Alava, Spain. WTD.

World Trade Opportunities

UK gives advance notification on NATO procurement for bidders

The British Ministry of Defense has announced that in the next few months it will issue a NATO "cahier des charges" (tender) for a single compact telegraph low frequency transmitter. The procurement will be open to all U.S. firms certified eligible for NATO International Competitive Bidding (ICB) and will require that the quotation include delivery and installation of the transmitter at a remote site in North Scotland.

Subject to the final approval of the specification it is envisaged that the complete radio installation will comprise a single compact telegraph low frequency transmitter designed to cover a frequency range of 62-160 kcs at keying speeds of 50 bands. It will be a contractual condition that the complete specification is met over the whole range. The transmitter shall be capable of providing at any frequency in the range 62-160 kcs an output power under continuous wave conditions of not less than 40 KW (mean power) with the supply voltage from 380 volts to 420 volts; two 600 ft. steel lattice masts supporting a low frequency aerial which shall be capable of withstanding winds or gusts of up to 120 mph. The radiation effect of the aerial system shall be not less than 30% at 62 kcs. Buildings and tower foundations for the aerial system will be provided by the United Kingdom; one three-phase voltage regulator; aerial tuning and matching facilities; two power driven winches; certain test equipment and spares.

The official tender notice will be published in this column at such time as the Ministry of Defense officially issues the "cahier des charges".

Prequalification invited by Haiti for construction of water system

The Director General, Centrale Autonome Metropolitaine d'Eau Potable, P.O. Box 1012, 104 Rue des Casernes, Port-au-Prince, invites U.S. firms to submit their qualifications for the construction of a municipal potable water system at Port-au-Prince. Contract includes supplying and laying of a 23-mile cast or ductile iron pipe system, construction of five reinforced concrete reservoirs of 3.5 million gallons total capacity, and construction of a 1,000 g/m pumping station. The total cost of the project will be approximately $1.9 million.

Qualification documents are available at no charge from the Director General or from MacLaren International Ltd., Consulting Engineers, 321 Bloor St. East, Toronto 5, Ontario, Canada (Telephone: 924-7411).

At least one member of the selected contractor's construction supervisors must speak and write French fluently.

The construction of the project will be financed by a loan from the Special Operations Fund of the Inter-American Development Bank.

Qualification documents will be received until 11 a.m., Mar. 27, at the office of the Director General. A copy of the documents will also be forwarded simultaneously to the Consulting Engineers.

Australia seeks bids for construction of dam, power station complex

The Snowy Mountains Hydro-Electric Authority (SMA) announces that it intends to invite bids for the construction of the Talbingo Dam and the Tamut Three power station.

The dam will be of rockfill construction, 530 ft. high and with a crest length of approximately 2300 ft. It will contain approximately 15½ million cubic yds. of rockfill, three million cubic yds. of sloping earth core and 270,000 cubic yds. of processed filter material.

The power station, a reinforced concrete structure, will be approximately 500 ft. long, 70 ft. wide and 190 ft. high and will contain some 125,000 cubic yds. of concrete.

Firms interested in bidding for this project should register with SMA by writing to the Business Manager, Snowy Mountain Hydro-Electric Authority, P.O. Box 332, Cooma North, NSW, Australia. Letters should contain details of the firm's financial and technical resources and describe similar projects which have been undertaken. SMA will invite bids from among those firms registered.

Closing date for registration is Apr. 3. SMA expects to invite tenders during May and bids are expected to close in Aug.

A brochure describing this project and the work involved has been prepared and may be obtained from the above address.

Enlarging of Suez Canal to require non-UAR bids

The Suez Canal Authority is calling for non-U.A.R. bids on certain parts of the third stage in the improvement and deepening of the Suez Canal.

The areas offered to foreign contractors have been divided into three lots according to the following descriptions: Lot A, 15,100,000 cubic meters to be dredged, 60 months completion time; Lot B, 12,650,000 cubic meters to be dredged, 53 months completion time; Lot C, 12,400,000 cubic meters to be dredged, 52 months completion time.

All three lots will be dredged simultaneously and in coordination with the U.A.R.'s Arab Contractors Co. which will do the behind-the-door dry dredging. Each lot should be bid on separately. Closing date for submission of bids is May 2, 1967. Complete specifications of the work to be done on the three lots are available from the Suez Canal Authority, Ismailia, U.A.R., for $500.

Colombia electric light firm invites bids on pressure conduit pipe

The Bogota Electric Light Co. has issued invitations for bids for the manufacture, transportation, installation, anti-corrosion treatment and testing of the penstock or pressure conduit pipe for the second stage of the construction of the Central Hidroelectrica El Colegio (El Colegio Hydroelectric Plant).

The penstock or pressure conduit pipe, the diameter of which will vary between 1.90 and 2.40 meters will have an approximate length of 4.700 meters. The lower part of the pipe will be submitted to a static charge height of about 1000 meters. The total weight of the supply is about 8000 metric tons.

Bid deadline is Apr. 5 at 2:30 p.m. in the offices of the Empresa. All bids must be delivered personally at Office 216, Calle 13, No. 37-35, Bogota. Tender documents may be purchased from the issuing authority, Empresa de Energia Electrica de Bogota at the above address for approximately $55.

Sudan wants bids on a variety of pipes for its water system

The Central Electricity & Water Corp. of Sudan invites bids for the supply of a large variety of sizes and descriptions of the following commodities: asbestos cement pressure piping, cast iron detachable joints, complete, and cast iron fittings for asbestos cement pipes.

Information pertaining to conditions of supply, specifications, as to size, quantity and delivery and to terms of bidding and payment may be obtained on a loan basis from the Building Materials & Construction Industries Division. BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4272).

Bid deadline is noon, April 12. **Write:** Central Electricity & Water Corp., P.O. Box 1380, Khartoum.

Burma invites bids on material for electrical equipment

The Electricity Supply Board of the Government of Burma has requested bids on 525 sheets of Mica, 3′ x 4′, with a thickness of 3/32″; 86 sheets of high pressure grade cork joint packing; 860 lb. leatheroid paper with a thickness of 3 mil.-30 mil., and 3,600 lb. press pan board, 5 mil.-50 mil. thick. Tender No. 1992.

Bid deadline Mar. 31.

A loan copy of the specifications is available from the Forest Products Division, Rm. 4005, BDSA-568, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3530).

Belgian bid announced for gym for NATO base

The International SHAPE Committee (CISHIC) has announced and invites interested U.S. firms to submit bids for the construction of a gymnasium for SHAPE (Supreme Headquarters Allied Power Europe) at its Belgian relocation site. To participate, U.S. firms must be certified eligible for NATO International Competitive Bidding (ICB) and have experience in construction projects valued at over $1 million.

Pertinent documents are available at a cost of $23 (Belgian francs 1150) at the offices of the Consortium des Ingenieurs et Architectes du SHAPE, 207 Boulevard du Souverain, Brussels. A free copy may be consulted at the offices of CISHIC, 1 Rue Defacoz, Brussels, and the military facility at Casteau, Belgium, known as Caserne Moreau. Bids must be submitted at Caserne Moreau by 11 a.m., March 28.

Information about becoming certified for NATO-ICB is available from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

Argentina asks for bids on pipeline construction

The Argentine State Petroleum Entity (Yacimientos Petroliferos Fiscales) is inviting bids for the construction of a pipeline between the towns of Lujan de Cuyo, in the Province of Mendoza, and Buenos Aires, Province of Buenos Aires. The bid also calls for the provision of a microwave communication system to service the pipeline. Bidders may submit consolidated offers for both the pipeline and the communication system or can bid on each project separately.

Bid deadline is 10 a.m., Apr. 18. Copies of conditions and technical specifications may be obtained upon payment of 50,000 Argentine pesos (approximately $600) from the Argentine State Petroleum Entity purchasing office, Rm. 2756, Rockefeller Center, 1271 Avenue of the Americas, New York. Interested firms should request Public Bid No. 600/66 when writing for specifications.

Algeria announces plans to build chemical plant

The Algerian Ministry of Industry and Energy, Sous-Direction des Industries Chimiques, Textile, Cuir & Peaux, Palais du Gouvernement, Algiers, is conducting a study for the possible construction of a chemical plant. Any American firms interested in supplying machinery and equipment to manufacture 50,000 metric tons per year of sodium carbonate and 5,000 metric tons per year of sodium silicate, should contact the Algerian Ministry.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

GERMANY—Canned meat and poultry. Requests replies c.i.f. European ports. Direct purchase and agency. August Schulte (wholesaler, agent, importer), 56 Frohnhauserstr., 53 Essen. WTD 2/1/67.

203 Canning, preserving foods

GERMANY—Canned fish, except frozen, canned fruits and canned vegetables. Requests replies c.i.f. European ports. Direct purchase and agency. August Schulte (agent, wholesaler, importer), 56 Frohnhauserstr., 53 Essen. WTD 2/1/67.

QATAR—Canned and preserved fruits, vegetables, sea foods. Ahmed Khalil al-Baker (importer, retailer, wholesaler, commission agent), P.O. Box 9, Doha, Qatar. WTD 1/67.

204 Grain mill products

QATAR—Wheat, flour, cereal preparations, rice, related products. Ahmed Khalil al-Baker (importer, retailer, wholesaler, commission agent), P.O. Box 9, Doha, Qatar. WTD 1/67.

207 Confectionery

QATAR—Candy, salted nuts, chocolate bars, chewing gums, related products. Ahmed Khalil al-Baker (importer, retailer, wholesaler, commission agent), P.O. Box 9, Doha, Qatar. WTD 1/67.

209 Food preparations

QATAR—Shortening, table oils, margarine and other edible fats, oils. Ahmed Khalil al-Baker (importer, retailer, wholesaler, commission agent), P.O. Box 9, Doha, Qatar. WTD 1/67.

221 Broad woven fabric mills, cotton

FRANCE—Cotton fabrics of novel character

for sport clothing. Requests replies in French. Etablissements A.J.S. (manufacturer, wholesaler), 141, Rue St Martin, Paris, 3e. WTD 12/16/66.

Cotton upholstery fabrics, drapery fabrics. Etablissements Victor Coates (importer, wholesaler), 20, Rue des Petits-Champs, Paris, 2e. WTD 1/28/66.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Manmade fiber fabrics of novel character for sport clothing. Requests replies in French. Etablissements A.J.S. (manufacturer, wholesaler), 141, Rue St Martin, Paris, 3e. WTD 12/15/66.

Upholstery fabrics, manmade fiber and silk, drapery fabrics. Etablissements Victor Coates (importer, wholesaler), 20, Rue des Petits-Champs, Paris, 2e. WTD 1/28/66.

223 Broad woven fabric mills, wool

FRANCE—Wool fabrics of novel character for sport clothing. Requests replies in French. Etablissements A.J.S. (manufacturer, wholesaler), 141, Rue St Martin, Paris, 3e. WTD 12/16/66.

Wool upholstery fabrics. Etablissements Victor Coates (importer, wholesaler), 20, Rue des Petits-Champs, Paris, 2e. WTD 1/28/66.

229 Textile goods

FRANCE—Coated and impregnated fabrics, waterproofing fabrics. Requests replies in French. Etablissements A.J.S. (manufacturer, wholesaler), 141, Rue St Martin, Paris, 3e. WTD 12/16/66.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's suits, coats, overcoats. Old England (importer, retailer), 12, Boulevard des Capucines, 75 Paris (9e). WTD 8/29/66.

232 Men's, youths', boys' furnishings

FRANCE—Men's shirts, including polo and sport shirts, men's underwear, men's separate trousers. Old England (importer, retailer), 12, Boulevard des Capucines, 75 Paris (9e). WTD 8/29/66.

233 Women's, misses', juniors' outerwear

FRANCE—Women's, misses' trousers. Direct purchase and agency. Paulejo, S.A. (importer, wholesaler, retailer, agent), 23, Rue du Mail, Paris, 2e. WTD 4/26/66.

Women's blouses, dresses, suits, skirts, coats. Old England (importer, retailer), 12, Boulevard des Capucines, 75 Paris (9e). WTD 8/29/66.

234 Women's, misses', children's, infants' undergarments

FRANCE—Slimming garments. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8, Cite Nollez, Paris, 18. WTD 4/19/66.

Women's nightwear. Direct purchase and agency. Paulejo S.A. (importer, wholesaler, retailer, agent), 23, Rue du Mail, Paris, 2e. WTD 4/26/66.

Women's underwear, nightwear. Old England (importer, retailer), 12, Boulevard des Capucines, 75 Paris (9e). WTD 8/29/66.

236 Girls', children's, infants' outerwear

FRANCE—Girls', children's, infants' dresses, blouses, coats, suits. Old England (importer, retailer), 12, Boulevard des Capucines, Paris (9e). WTD 8/29/66.

239 Fabricated textile products

FRANCE—Automobile seat covers, cushions and cushion-covers; frame-paddings and trimmings; emblems and related ornaments and articles of good quality for passenger cars. Direct purchase and agency. Leon Rousseau (Etablissements) (producers, wholesalers, exporters), Boite Postale No. 193, 79- Niort, Deux-Sevres. WTD 2/21/67.

242 Sawmills, planing mills

FRANCE—Sawn timber. Societe Francaise de Materiaux—Soframa (importer, dealer), 177, Avenue de Neuilly, 92 Neuilly-sur-Seine (Hts de Seine). WTD 6/23/66.

Hardwood flooring. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire Correspondence: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Plywood, veneer for construction purposes. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

249 Wood products

FRANCE—Cork insulating materials, cork tiles. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

● **GREECE**—Supply of 86,400 cross arms, 112,000 anchor logs. Tender No. DED-1204/B-1 (bid deadline not set yet) issued by Public Power Corp., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-3359).

Supply of 189,000 poles, varied lengths, from ten to 15 meters long. Tender No. DED-1185 issued by Public Power Corp., 30 Chalkokondyli St., Athens 102.★ (Telephone 202-WO 7-3359).

SPAIN—Panels and boards, prefabricated, made of wood shavings or of wood fiber. Federico Jover Fernandez de Bobadilla, Jenner 5, Madrid (4). WTD 2/67.

262 Paper mills

WEST GERMANY—All types of wrapping paper, including Kraft liner, grease-proof parchment substitute, sodium paper for bags. Direct purchase and agency. Wilhelm Hummel (wholesaler, importer), Bruchstrasse 15, 45 Osnabrueck. WTD in preparation.

264 Converted paper, paperboard products

FRANCE—Wall tiles; enameled masonite, made from purchased boards. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

GERMANY—Bags of polyethylene, polypropylene, cellophane, acrylic resin transparent sheet. Direct purchase and agency. Wilhelm Hummel (wholesaler, importer), Bruchstrasse 15, 45 Osnabrueck. WTD in preparation.

266 Building paper, building board mills

FRANCE—Wall tiles: fiber boards, made in building board mills. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

273 Books

JAMAICA—Reference books for home libraries, encyclopedia and educational pocket libraries for children; preferably separately packed in complete sets for drop shipment to final buyer. Homes Services Ltd. (agent, distributor), 33 Half Way Tree Rd., P.O. Box 19, Kingston 5. WTD 2/23/67.

281 Industrial chemicals

DENMARK—Carbamates and carbamate-acid-esters for production of insecticides. Requests replies in Danish. Mortalin & Co. (manufacturer, distributor),—*Haslev, Sjaelland.* WTD 2/67.

NETHERLANDS—Special chemicals for use in gaschromatography analysis, such as solid supports, liquid phases, adsorbents and column packings and fittings, column tubing; steroids; compounds and radioactive chemicals for research in medical, biological and physical sciences; rare metals and rare earths. Direct purchase and exclusive agency. Hicol N. V. (importer, exporter, distributor, agent), P.O. Box 1151, or 23 Abr. van Beyerenstraat, Rotterdam-8. WTD 2/67.

SOUTH AFRICA—Textile printing and finishing chemicals used for making fabrics water repellent, crease resisting; bleaching agents, dyestuffs, paste agents, solvents. S.T.S. Textile Printers 1965 (Pty.) Ltd. (textile printer), P.O. Box 2, Maitland, Cape Province. WTD in preparation.

SWEDEN—Chemicals, all kinds, organic, inorganic. Direct purchase and agency. Malmsten & Bergvall (agent, wholesaler), Box 48, Goteborg 1. WTD 12/22/65.

282 Synthetic materials

BRAZIL—Synthetic resins from petroleum derivatives. Direct purchase and agency. Lubrificantes e Productos Fonseca S.A. (distributor, representative, agent), Rua Sacadura Cabral 81, 2° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 12/19/66.

MALAYSIA—Polyvinyl compounds for manufacturing P.V.C. cable. Requests price quotations c.i.f. Port Swettenham. Soon Seng & Co. (importer, exporter, wholesaler, retailer, manufacturer), 27 Malay St., Kuala Lumpur. WTD 8/19/66.

SWEDEN—Plastic raw materials, synthetic resins. Direct purchase and agency. Malmsten & Bergvall (agent, wholesaler), Box 48, Goteborg 1. WTD 12/22/65.

SWITZERLAND—Thermoplastic resins, plastics raw materials of all kinds. Direct purchase and agency. Compensa GmbH (agent, exporter), Hochstrasse 48, 8044 Zurich. WTD 2/6/67.

283 Drugs

COLOMBIA—Blood serums. Direct purchase and exclusive agency. Requests catalogues, price lists. Cirumedica Ltda. (importers), Carrera 10, No. 22-45, Bogota, D. E. WTD 10/17/66.

DOMINICAN REPUBLIC—Pharmaceutical preparations. Direct purchase and agency. Bordas, Alfredo & Co., C. por A. (distributor, exporter), P.O. Box 556, Santo Domingo. WTD 1/67.

HONG KONG—Ox gall stones: 50% whole stones; 50% broken pieces, powderless, dry, bloodless, reddish yellow or golden yellow, free from alien matter. Hip Shing Tai Co. (importer, wholesaler, retailer, exporter, sales agent), P.O. Box 13492. Cable: "4114". WTD 1/27/67.

SWEDEN—Medicinal raw materials, all kinds. Direct purchase and agency. Malmsten & Bergvall (agent, wholesaler), Box 48, Goteborg 1. WTD 12/22/65.

285 Paints, varnishes, lacquers, enamels

FRANCE—Marine paints, ship bottom, other specially formulated paints. Emani—Etablissements de Materiel Naval & Industriel (importer, dealer), 75 Boulevard Raspail, Paris (6e). WTD 6/2/66.

Marine paints, ship bottom, other specially formulated paints. General Marine (importer, wholesaler, agent, retailer), 5, Rue de la Manutention, Paris, 16e. WTD 6/3/66.

GERMANY—Joint filling adhesives, special putties, fast binding cements, wood tanning and preserving agents, glues in retail packages, other supplementary products for building trade. Sichel Werke GmbH. (manufacturer, importer, exporter), Suedfeldstrasse 26, Hannover-Limmer. WTD 5/9/66.

289 Chemical products

FRANCE—Orange, lemon, cedar oils. Direct purchase and agency. Etablissements Ravaud & Mouscadet (importer, dealer), 18, Rue Volney, Paris, 2e. WTD 10/1/65.

295 Paving, roofing materials

FRANCE—Roofing cement; asphalt, fibrous plastic. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

NETHERLANDS—New products and materials in construction field, preferably those of an asphalt base. Eerste Rotterdamsche Dakbedekking Onderneming "ERDO" N.V. (importer, wholesaler, manufacturer, exporter), 44 Lombardkade, Rotterdam. WTD 5/24/66.

301 Tires, tubes

● **BURMA**—Tires, 200, 750 x 15, six-ply rating, and inner tubes, 100, 750 x 15. Tender No. 4/QO/TTS-POI/CF (66-67), bid deadline Apr. 12. The Procurement Manager, People's Oil Industry, Rangoon.★ (Telephone: 202-WO 7-3381).

306 Fabricated rubber products

● **BURMA**—Conveyor belts, flat canvas belts, laminated V-link belts, V-belts, various sizes and types. Tender No. 67 (T)/MCY-ESB/66-67, bid deadline Apr. 4. Controller of Stores, Central Stores Dept., Electricity Supply Board, Ahlone/Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

FRANCE—Rubber floor tiles. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

Latex contraceptives. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8, Cite Nollez, Paris, 18. WTD 4/19/66.

Rubber thread to retread tires. Societe du Caoutchouc Manufacture et de "l'Extra Souple" (importer, manufacturer, wholesaler), 86-90, Rue Notre-Dame de Nazareth, Paris, 3e. WTD 6/23/66.

Rubberized fabrics. Requests replies in French. Etablissements A.J.S. (manufacturer, wholesaler), 141, Rue Saint Martin, Paris, 3e. WTD 12/16/66.

307 Plastic products

FRANCE—Plastic pipe, glass fiber base. Direct purchase and agency. Sodirem—Societe pour la Diffusion de Radio et Electromenagers (importer, wholesaler, retailer), 91 Boulevard Carnot, 59 Lille. WTD 6/21/66.

Plastic covers for cables. Direct purchase and agency. Megex (importer, wholesaler, agent), 105, Quai Branly, Paris, XV. WTD 6/6/66.

GERMANY—Sheeting or foils of polyethylene, polypropylene, cellophane, acrylic resin transparent sheet suitable for packaging purposes. Direct purchase and agency. Wilhelm Hummel, Bruchstrasse 15, 45 Osnabrueck. WTD in preparation.

311 Leather tanning, finishing

GERMANY—All types of leather for manufacture of shoes. Requests replies c.i.f. European ports. Direct purchase and agency. Arnold Kluempen Ledergrosshandlung (wholesaler, agent), Geldenerstr. 18, 4178 Kevelaer. WTD 2/10/67.

314 Footwear, except rubber

FRANCE—Boots, shoes for street, work, play, or sport wear. Old England (importer, retailer), 12, Boulevard des Capucines, Paris, 9e. WTD 8/29/66.

SWITZERLAND—Safety shoes with plastic caps (not metal), in accordance with recommendations from National Safety Council, Detroit, Michigan. Direct purchase and agency. Paul Graber (manufacturer, importer), Elisabethenstr. 44, 4000 Basel 10. WTD 2/28/67.

324 Cement, hydraulic

FRANCE—Masonry cement. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

325 Structural clay products

FRANCE—Insulating firebrick and shapes; floor and wall clay, ceramic, glazed or unglazed tiles. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire—Correspondence: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

327 Concrete, gypsum, plaster products

FRANCE—Prefabricated concrete paving materials; concrete ceiling squares, lime; cast concrete stone; concrete pipes. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

328 Cut stone, stone products

FRANCE—Cut and shaped stone. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

329 Abrasive products

● **BURMA**—62 reams of emery cloth and nine reams of sand paper, various sizes. Tender No. 108(T)PBI/66-67, bid deadline Mar. 25. Chairman, People's Bawdwin Industry, 104 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2723).

FRANCE—Insulating materials for covering boilers and pipes; floor tiles, asphalt. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

331 Steel mill products

● **BURMA**—Galv. wire: 255 tons, size range four to ten SWG. Tender No. 3/T/CONST/ESB/66-67, bid deadline Apr. 5. Office of the Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Plates, angles, channels, bars and galv. pipe. Plate: 204 pcs. 4′ x 8′ x ⅛″ to 2″; angles: 61 tons, 1″ x 1″ x ⅛″ to 3½″ x 3½″ x ⅜″; channels: 62 tons of 4″, 5″ and 6″; Galv. pipe: 4600 ft. 1″ to 5″ inside dia., Bars: 130 pcs. ¼″ to 2½″ dia. x 1′ long. Tender No. 2/T/CONST-ESB/66-67, bid deadline Apr. 6. The Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Plates 8′ x 4′: 465 pcs. ⅜″ thk; 170 pcs. ½″ thk and 135 pcs. ⅝″ thk. Tender No. 142/T/CONST/PWC/66-67, bid deadline Apr. 8. Vice Chairman, Public Works Corp., No. 60 Shwedagen Pagoda Rd., Dagon P.O., Rangoon.★ (Telephone: 202-WO 7-2363).

● Sheets, cold-rolled: 50 tons 6′ x 3′ x 28 ga., 150 tons 6′ x 3′ 29 ga. and 550 tons 6′ x 3′ x 30 ga. Tender No. MEIC/ 18/T-86/66-67, bid deadline Mar. 29. Manager, Industrial Raw Materials, Myanma Export Import Corp. (Import Division), No. 577, Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

● 2000 tons of pig iron. Specifications: silicon 1.75-2.75%, manganese 0.3% min, phosphorus 0.3% max., sulphur 0.06% max., carbon 3.5-4.5%. Tender No. MEIC/17/T-7/67, bid deadline 4 p.m. Mar. 28. Divisional Manager, Import Division, Myanma Export Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-4684).

FRANCE—Second choice steel products, sheets. Requests replies in French. Raymond Leonard & Fils (importer, wholesaler), 121, Rue de Tocqueville, Paris, 17e. WTD 5/24/66.

High-grade steel scrap. Ferinox (importer, wholesaler), 41, Avenue de Friedland, Paris, 8e. WTD 5/25/66.

Tool steel. Requests replies in French. Union Metallurgique de la Seine—E. Fragi (importer, dealer), 34, Rue Mederic, 92 Clichy (Hauts de Seine). WTD 5/27/66.

● **MALAYSIA**—Reinforcing bars, mild steel: 312 tons, size range ⅜″ to 1½″ dia. Supply and delivery of mild steel bars and paints for May 1, 1967 to Apr. 30, 1968, bid deadline Apr. 3. Tender documents and specifications available at Office of the Chief Supt. of Stores, P.W.D. Headquarters, Maxwell Rd., Kuala Lumpur, upon payment of $10 per set. This sum will not be refunded. A deposit of $10,000

must accompany each bid. Tenders not complying with this instruction will be given no further attention.

● **SUDAN**—Strand, galv., 20,000 yds. 4 strand x 8 SWG., 35,000 yds. 7 strand x 8 SWG. and 100,000 yds. x 12 SWG. Tender No. CEWC/E/387/67, bid deadline Mar. 29. General Manager, Central Electricity & Water Corp., P.O. Box No. 1380, Khartoum.★ (Telephone: 202-WO 7-2363).

332 Steel foundries

FRANCE—Scrap-iron. Requests replies in French. Raymond Leonard & Fils (importer, wholesaler), 121, Rue de Tocqueville, Paris, 17e. WTD 5/24/66.

Scrap-iron. Requests replies in French. Descamps, Le Carre & Cie (importer, dealer), 11, Rue Peclet, Paris, 15e. WTD 5/25/66.

333 Primary smelting, refining of nonferrous metals

● **BURMA**—Aluminum ingot, 430 long tons 99.5% purity. Tender No. MEIC/17/T-8/67, bid deadline Apr. 18. Myanma Export Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-4579).

FRANCE—Nonferrous metals, crude or semi-finished. Cie Franco Americaine des Metaux et Minerais—Coframet (importer, wholesaler), 22, Rue du General Foy, Paris, 8e. WTD 5/25/66.

334 Secondary smelting, refining of nonferrous metals, alloys

FRANCE—Metal scraps. Direct purchase and agency. Requests replies in French. Etablissements Cheylus (importer, wholesaler), 46, Boulevard Robespierre, 78 Poissy (Yvelines). WTD 6/8/66.

Nonferrous metal scraps. Requests replies in French. Descamps, Le Carre & Cie (importer, dealer), 11, Rue Peclet, Paris, 15e. WTD 5/25/66.

High grade nonferrous metal scrap. Ferinox (importer, wholesaler), 41, Avenue de Friedland, Paris, 8e. WTD 5/25/66.

Nonferrous metal scraps. Requests replies in French. Raymond Leonard & Fils (importer, wholesaler), 121, Rue de Tocqueville, Paris, 17e. WTD 5/24/66.

336 Nonferrous foundries

GUATEMALA—Aluminum cooking utensils. Direct purchase and agency. J. M. Garcia Sales Organization (manufacturers' representative), 6a. Avenida "A" 10-46, Zona 9—Apartado Postal 361, Guatemala City. WTD 3/67.

341 Metal cans

VENEZUELA—Containers with reel for surgical adhesive tape, tinplate, lithographed of following sizes: ½″ x 1 yard; 1″ x 1 yard; ½″ x 5 yards; 1″ x 5 yards; 2″ x 5 yards; 3″ x 5 yards; 4″ x 5 yards. Firm's annual requirements amount to 3 million containers for 1 yard rolls and 1 million containers for 5 yard rolls. Requests replies in Spanish. Adhesivos Nacionales, C.A. "adhenaca" (manufacturer), Avenida Las Palmas, Quinta Doris, Urb. Los Caobos, Caracas, or Apartado 4333, Caracas. WTD 2/67.

342 Cutlery, hand tools, general hardware

FRANCE—Furniture and luggage hardware. Direct purchase and agency. Sodirem—Societe pour la Diffusion de Radio et Electromenagers (importer, wholesaler, retailer), 91, Boulevard Carnot, 59 Lille. WTD 6/21/66.

Hand tools for house maintenance. Direct purchase and agency. Sodirem—Societe pour la Diffusion de Radio et Electromenagers (importer, wholesaler, retailer), 91, Boulevard Carnot, 59 Lille. WTD 6/21/66.

New products in manual hand tools used in assembling and preparing for welding tubes and pipes for distribution systems of natural gas and water. Usiba (wholesaler), 4, Avenue de la Republique, Romainville (93 -Seine St. Denis-). WTD 10/13/66.

Special sailboat hardware. Requests replies in French. Materiel Naval Marco Polo (manufacturer, dealer), 71, Rue Fondary, Paris, 15e. WTD 6/21/66.

Marine hardware for pleasure boats, screw eyes, hooks, gate hooks, stainless steel turnbuckles, switches. Direct purchase and agency. Requests replies in French. Moto Record (importer, dealer, repairer, agent), 151, Rue Marcadet, Paris, 18e. WTD 6/6/66.

Marine hardware. General Marine (importer, wholesaler, retailer, agent), 5, Rue de la Manutention, Paris, 16e. WTD 6/3/66.

Marine hardware, for pleasure boats, screw eyes, hooks, gate hooks, stainless steel turnbuckles, switches. Emani—Etablissements de Materiel Naval et Industriel (importer, dealer), 75, Boulevard Raspail, Paris, 6e. WTD 6/2/66.

SWEDEN—Builders' hardware. Origoverken, Ebbe Johansson & Co. Kommanditbolag (wholesaler), Stationsgatan 5, Halmstad. WTD 11/21/66.

343 Heating apparatus, plumbing fixtures

FRANCE—Expansion tanks for water heaters, diaphragm type. Requests replies in French. Etablissements Massal (manufacturer), 5 Rue Alsace Lorraine, 34- Agde. WTD 2/27/67.

344 Fabricated structural metal products

● **BURMA**—On behalf of the Myanma Export-Import Corp., bids are being invited for supply of the following stores: 15 Nos. Mild Steel horizontal underground oil storage tanks, each 2,000 Imperial gallons net capacity, 6′6″ inside diameter x 9′5″ Barrel x 10′9″ Overall x ¼″ thick, Manhole type. Fitted with 2½″ Dip pipes complete with Brass Tee suction Dip ends, 1-3″ Fill pipe, 1-1½″ Suction and 1-1½″ Vent Pipe with Bell Mouth Vent at outer end covered with three layers of 28 Mesh Brass with Gauze. Each tank to be four body plates 9′5″ x 5′1½″ before rolling, and two ends 6′6″ outside diameter x ¼″ thick with enough electrodes for welding at side. Paint one coat of red lead primer paint.

One copy of a sheet providing all conditions and provisions for bidding and supplying the material available on loan basis from the U.S. Department of Commerce, BDSA, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C. 20230. (Telephone: 202-WO 7-4272).

Bid deadline Apr. 15. **Write:** The Procurement Manager, People's Oil Industry, Rangoon, Burma.

345 Screw machine products

NETHERLANDS—Advanced metal and nylon fasteners for metalworking manufacturers in engineering, aircraft, appliance, automotive sectors; new techniques. Direct purchase and agency. Viba N.V. (importer, wholesaler), 199 Kon. Emmakade, The Hague. WTD 6/3/66.

Industrial fasteners, especially for automotive repair work. Direct purchase and exclusive agency for Benelux countries. Wurth Nederland N.V. (importer, wholesaler, exporter, agent), 87 Verwersstraat, 's-Hertogenbosch. WTD 6/9/66.

346 Metal stampings

FRANCE—Floor, wall tiles. Requests replies in French. Docks de l'Oise (wholesaler), 33, Rue d'Orroire, Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

348 Fabricated wire products

PAKISTAN—Phosphor bronze wire screen, bottom wire no. 9/cm single twisted, phosphor bronze with clipper seam, 1,500 mm wide, 16,120 mm untensioned length, tensioning inside the machine approximately 1% of the wire length. Requests catalogs, quotations, c. & f., Karachi. Pak Hard Board Industries Ltd. (importer), Plot Nos. 9 & 24, Sector 20, Korangi, Industrial Estate, Korangi. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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351 Engines, turbines

● **COLUMBIA**—Supply and install three hydraulic turbine generators and accessories, second stage of the El Colegio hydro power plant; each generator: 62,500 KVA; 0.8 power factor; 13,800 volts; 60 cycle; 514 R.P.M. IBRD financing. Bid deadline Apr. 12 at Office No. 216 of the Empressa. Bid documents available on payment of 500 Columbian pesos (approx. U. S. $37) per set, Empressa, Calle 13, No. 37-35, Bogota, Columbia.

FRANCE—Outboard and inboard motors for pleasure boats. Emani—Etablissements de Materiel Naval et Industriel (importer, dealer), 75, Boulevard Raspail, Paris, 6e. WTD 6/2/66.

Marine engines, diesel, semi-diesel, other internal combustion. General Marine (importer, wholesaler, retailer, agent), 5, Rue de la Manutention, Paris, 16e. WTD 6/3/66.

352 Farm machinery

SWEDEN—Farm machinery, equipment. Direct purchase and agency. AM Maskiner AB (agent, wholesaler), Fack, Malmo 1. WTD 2/27/67.

353 Construction, mining, materials handling machinery

FRANCE—Spare parts for U.S. tractors, such as Caterpillar tractors. Albi (importer, wholesaler, agent), 178 bis, Rue de Paris, 93 Pantin (Seine St Denis). WTD 5/27/66.

Earthmoving equipment, shovels, bulldozers; construction, excavating, maintenance machinery, equipment; repair and replacement parts for power cranes, shovels, draglines, pullshovels. Albi (importer, wholesaler, agent), 178 bis, Rue de Paris, 93 Pantin (Seine St Denis). WTD 5/27/66.

● **MALAYSIA**—Three motor graders, two wheel-type tractor shovel loaders, one crawler-type tractor shovel loader, one crawler-type dozer, and one tractor front-end loader. Tender No. Ref. PWD/M2/02/02, bid deadline Apr. 3. The Chairman, State Central Tenders Board, Rm. 702, 7th Floor, New Secretariat Bldg., Kuching, Sarawak.★ (Telephone: 202-WO 7-5566).

354 Metal working machinery

FRANCE—New products in power-driven hand tools used in assembling and preparing for welding tubes and pipes for distribution systems of natural gas and water. Usiba (wholesaler), 4, Avenue de la Republique, Romainville, (93) Seine St Denis. WTD 10/13/66.

Power-driven hand tools, for house maintenance; small machine tools (metal cutting types). Direct purchase and agency. Sodirem—Societe pour la Diffusion de Radio et Electromenagers (importer, wholesaler, retailer), 91, Boulevard Carnot, 59 Lille. WTD 6/21/66.

NETHERLANDS—Quick-change and other tool holders, mechanical measuring instruments, material testing equipment, holding and fixing tools, cutting tools, small-sized advanced metalworking machinery. Direct purchase and agency. Viba N.V. (importer, wholesaler), 199 Kon. Emmakade, The Hague. WTD 6/3/66.

● **SUDAN**—One double-ended grinding machine complete with 30" dia. by 3½" wide wheels, guards, and adjustable steel exhaust hoods; suitable for 415 volts, three-phase, 50 cycle A.C. supply. Tender No. 3683, bid deadline Mar. 29. Office of Controller of Stores, Sudan Railways Stores Dept., Atbara.★ (Telephone: 202-WO 7-2723).

355 Special industry machinery

FRANCE—Meat industry machinery. Etablissements F. Hanau (importer, dealer), 75, Rue du Faubourg Saint-Martin, Paris, 10e. WTD 6/23/66.

HONG KONG—Optical polishing and grinding machinery tools for mass production. Universal Mercantile Co., Ltd. (importer, exporter, wholesaler, retailer), P.O. Box 2083. Cable: Precision. WTD 4/25/66.

ITALY—Complete fruit & vegetable freezing plant. Eugenio Perina (fruit, vegetable dealer), Strada dell'Alpo 34, Verona. WTD in preparation.

MALAYSIA—Complete plant for manufacture of asbestos cement sheets. Soon Seng & Co. (importer, exporter, wholesaler, retailer, manufacturer), 27 Malay St., Kuala Lumpur. WTD 8/19/66.

NEW ZEALAND—Milk cooling equipment conforming to following general specification: use unrefrigerated water as cooling medium, bring milk temperature within 3° Fahrenheit of water temperature e.g. water 65° F—milk 68° F., be capable of cooling up to 250 gallons per hour using a ratio of three gallons of water to one of milk, be constructed so that milk and water are totally enclosed during cooling. F. B. Wild, D. McL. Wallace Ltd. (manufacturer, importer), P.O. Box 12-174, Penrose, Auckland. WTD 11/16/66.

SWEDEN—Special welding machines, accessories. Agency and direct purchase. AB Svetsteknik (agent, wholesaler), Drakegatan 8, Goteborg 18. WTD 1/25/67.

SYRIA—Complete processing plant for manufacturing of animal feeds for sheep and cows having capacity of 100,000 metric tons per year. Requests type of machines required, technical data, prices, terms of delivery, conditions of payment, etc. Raw materials to be used are oilcakes, sugar beets and cereal by-products. The Syrian Industrial Co. for Vegetable Oils (manufacturer, wholesaler, exporter), P.O. Box 503, Aleppo.

356 General industry machinery

FINLAND—Hydraulic gear pumps for industrial uses. Requests full details, price lists, terms. Direct purchase or agency. Oy Suomen Hiab (wholesalers, importers, agents), Salomonkatu 17 A, Helsinki 10. WTD 11/7/66.

FRANCE—Industrial pumps, circulating pumps for nuclear installations. S.E.P.I.—Ste d'Exploitation de Produits Industriels (importer, manufacturer, dealer), 45, Boulevard Anatole France, Saint-Denis (93-Seine St Denis). WTD 1/11/66.

GERMANY—Stapling and nailing machines, accessories for packaging enterprises, furniture manufacturers, woodworking companies. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Rene Breschinsky (manufacturer, wholesaler, manufacturers' agent, importer, exporter), 26 Industriestrasse, 4816 Sennestadt. WTD 2/27/67.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

358 Service industry machines

IRAN—Central heating and air-conditioning components, parts. Direct purchase and agency. Sanaye Hararati Co., 166 Elizabeth Blvd., Tehran. WTD 3/1/67.

PAKISTAN—Machines to automatically fill and seal tea bags; machines to weigh, fill and seal paper container and pack container in small cardboard box. Requests catalogs, quotations c. & f. Karachi. Sample bag, packet, box available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D. C. 20230. Eastern Agencies Ltd. (importer) 72/73 Hyder Ali Rd., D.C.H.S., Karachi 5. WTD in preparation.

TAIWAN—Marine refrigeration equipment for fishing vessels. Resonance International Corp. (importer, manufacturer), 41 Heng Yang Rd., Taipei. WTD 6/1/66.

361 Electric transmission, distribution equipment

● **ETHIOPIA**—Supply of 20,000 miniature circuit breakers for single-phase circuit with terminals for the direct neutral conductor, 15,000 each rated 10 amps. and 5,000 each rated 25 amps. The breakers are to be used on a 220/380 volt, 50 cycle system. Tender No. P-33-20/76, bid deadline Mar. 28. Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa.★ (Telephone: 202-WO 7-4241).

FRANCE—Microwave test equipment; precision potentiometers; oscillographs and oscilloscopes; electrical relays; monitoring and control components (advanced technique). Direct purchase and agency. Megex (importer, wholesaler, agent), 105, Quai Branly, Paris, XV. WTD 6/6/66.

SWEDEN—Switches for 220 volt vx. mechanical switches (time) which break 2-pole at 0 for 220 volt vx, time interval from five minutes to 24 hours; circuit closers and effect regulators; spare switches for washing machines; level switches for dish and washing machines; timers, mechanical with alarm signals. Direct purchase and agency. Anglo-Swedish Clock Co. AB (importer, wholesaler, sales agent), Linnegatan 7, Stockholm. WTD 2/15/67.

● **TURKEY**—Supply of one high-speed cell counter for leucocyte, erythrocyte, thrombocyte counts and cell diameter measures. Tender No. DS67L-6, bid deadline Mar. 27. Genelkurmay ARGE Baskanligi, Bakanliklar, Ankara. Chief of General Staff, Research & Development Division.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

FRANCE—Timers for industrial use, servomotors, generators and generator sets (advanced technique). Direct purchase and agency. Megex (importer, wholesaler, agent), 105, Quai Branly, Paris, XV. WTD 6/6/66.

Marine auxiliary controls. General Marine (importer, wholesaler, retailer, agent), 5, Rue de la Manutention, Paris, 16e. WTD 6/3/66.

Spot arc welding guns with high amperage capacity. Direct purchase and agency. Eugene David Saks (importer, wholesaler, commission merchant, agent), Chateau d'Ardillieres, 91 Limours (Essonne). WTD 6/23/66.

● **INDIA**—Supply of 159 station type 10,000 amp. lightning arresters; 30 each rated 220 KV, 72 each rated 132 KV, 39 each rated 66 KV and 18 each rated 33 KV. Tender No. SP/2966/11/WBL/2693, bid deadline Mar. 29. Tender documents available from India Supply Mission, 2107 Massachusetts Ave., NW. Washington, D.C., at a cost of $2 per copy. India Supply Mission Reference No. D/ENQ 2214.

SWEDEN—Welding cable, aluminum. Agency and direct purchase. AB Svetsteknik (agent, wholesaler), Drakegatan 8, Goteborg 18. WTD 1/25/67.

363 Household appliances

GUATEMALA—Mixers, other similar products. Direct purchase and agency. J. M. Garcia Sales Organization (manufacturers' representative), 6a. Avenida "A" 10-46, Zona 9,—Apartado Postal 361, Guatemala City. WTD 3/67.

Household electrical appliances. Direct purchase and agency. J. M. Garcia Sales Organization (manufacturers' representative), 6a. Avenida "A" 10-46, Zona 9,—Apartado Postal 361, Guatemala City. WTD 3/67.

Household electrical appliances. Direct purchase and agency. J. M. Garcia Sales Organization (manufacturers' representative), 6a Avenida "A" 10-46, Zona 9,—Apartado Postal 361, Guatemala City. WTD 3/67.

364 Electric lighting, wiring equipment

GREECE—Radioactive lightning arrestors,

for jointly submitting proposal in a planned NATO bid for supply and installation of such equipment. Prospective suppliers should be on the consolidated list of firms certified eligible for participation in International Competitive Bidding for NATO common infrastructure projects. Myriotis Brothers (sales agent), 1 Stephanou Streit St., Athens (111). WTD 6/20/66.

SWEDEN—Electronic connectors used in aero-space systems; interchangeable with Gannon and Deutsch. Direct purchase and agency. AB Trako (importer, wholesaler, sales agent), Tegnergatan 4, Stockholm. WTD 9/9/66.

366 Communication equipment

FRANCE—Electronic missile guidance equipment. Direct purchase and agency. Megex (importer, wholesaler, agent), 105, Quai Branly, Paris, 15. WTD 6/6/66.

Control electric signals for marine use. Direct purchase and agency. Requests replies in French. Moto Record (importer, dealer, repairer, agent), 151, Rue Marcadet, Paris, 18e. WTD 6/6/66.

Radioelectronic marine navigation equipment. Compagnie Radio-Maritime—C.R.M. (importer, wholesaler, contractor), 8, Rue Lavoisier, Paris, 8e. WTD 6/3/66.

367 Electronic components, accessories

FRANCE—Solid state electronic devices and similar devices; electronic relays; microwave accessories (advanced technique). Direct purchase and agency. Megex (importer, wholesaler, agent), 105, Quai Branly, Paris, XV. WTD 6/6/66.

371 Motor vehicles, motor vehicle equipment

BRAZIL—Parts and accessories for buses, heavy duty and freight automotive vehicles. Direct purchase and agency. Lubrificantes e Produtos Fonseca S.A. (distributor, representative, agent), Rua Sacadura Cabral 81, 2° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 12/19/66.

FINLAND—Hydraulic gear pumps for automotive vehicle uses. Requests full details, price lists, terms. Direct purchase and agency. Oy Suomen Hiab (wholesaler, importers, agents), Salomonkatu 17 A, Helsinki 10. WTD 11/7/66.

372 Aircraft, parts

FRANCE—Gasoline engines, ground precision gears, precision parts, small aircraft assemblies, direction detectors, heat exchangers, indicating instruments, towing equipment, fuel pumps and assemblies, landing gear struts and assemblies. Direct purchase and agency. Etablissements J. F. Decourt (importer, manufacturer, dealer), 13, Rue Beaurepaire, 92 Colombes (Hts de Seine). WTD 6/21/66.

SWEDEN—Aircraft navigational aids and aircraft equipment material and gadgets for pilots, aeroclubs, schools, airlines. Direct purchase and agency. Avco of Scandinavia (importer, retailer, wholesaler, sales agent), Postbox 331, Sollentuna. WTD 2/21/67.

373 Ship building, repairing

FRANCE—Pleasure boat anchors, propellers. Emani—Etablissements de Materiel Naval et Industriel (importer, dealer), 75, Boulevard Raspail, Paris (6e). WTD 6/2/66.

Dinghies, outboard motor boats, inflatable rubber boats. Direct purchase and agency. Requests replies in French. Moto Record (importer, dealer, repairer, agent), 151 Rue Marcadet, Paris, 18e. WTD 6/6/66.

Polyester motor boats (five to ten meters). Requests replies in French. "Cosmia"—Construction de Materiel Industriel, Commercial & Agricole "Fjord—France" (importer, wholesaler), 51, Avenue Aristide Briand, 94 Arcueil (Val-de-Marne). WTD 6/23/66.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Navigation instruments for pleasure boats. Emani—Etablissements de Materiel Naval et Industriel (importer, dealer), 75, Boulevard Raspail, Paris, 6e. WTD 6/2/66.

Calorimeters; spectrum analyzers. Direct purchase and agency. Megex (importer, wholesaler, agent), 105, Quai Branly, Paris, XV. WTD 6/6/66.

SWITZERLAND—Laboratory, scientific instruments. Direct purchase and agency. Compensa GmbH (agent, exporter), Hochstrasse 48, 8044 Zurich. WTD 2/6/67.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Air filter service indicators, used for recording differential pressure of dry type air filters as fitted to earth-moving equipment. Vokes Australia Pty. Ltd. (importers, exporters, retailers, wholesalers, manufacturers), P.O. Box 105, Rockdale, N.S.W. WTD 7/8/66.

FRANCE—Control rods, equipment for measurement of stresses and control for nuclear installations. S.E.P.I.—Ste d'Exploitation de Produits Industriels (importer, manufacturer, dealer), 45, Boulevard Anatole France, Saint-Denis (93, Seine St Denis). WTD 1/11/66.

Water and gas leak detectors; hydraulic and air control systems. Usiba (wholesalers), 4, Avenue de la Republique, Romainville (93) Seine St Denis. WTD 10/13/66.

383 Optical instruments

● **TURKEY**—Supply of photo-geological interpretation instruments including three reflector-sterescopes, two double-reflector sterescopes, ten pocket sterescopes, ten matching-point transfer pins. Bid deadline Apr. 1. Requested by Elektrik Isleri Etud Idaresi, Genel Direktorlugu, Ankara, General Director of Power Projects Survey Authority. Tender documents in English are available at $5.50 per set including airmail postage, from Modern Translation Bureau, Menekse Sokak 20/7, Kizilay, Ankara.

384 Surgical, dental, medical instruments

FRANCE—Marine safety equipment, life jackets. Direct purchase and agency. Requests replies in French. Moto Record (importer, dealer, repairer, agent), 151, Rue Marcadet, Paris, 18e. WTD 6/6/66.

386 Photographic equipment, supplies

SWEDEN—Teaching aids such as overhead projectors, overhead transparencies; geometry and mathematic models, geographic slides. Direct purchase and agency. Skolforlaget Gavle AB (manufacturer, importer, sales agent, exporter), Postfack 16, Gavle. WTD 2/27/67.

394 Toys, amusement, sporting, athletic goods

FRANCE—Exercise boards; exercizing machines; push-pull exercisers, rowing machines. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8, Cite Nollez, Paris, 18. WTD 4/19/66.

395 Office, artist's materials

● **VIET-NAM**—Supply of various office supplies including carbon paper, stencil paper, ink, erasers, pens, etc. Tender No. 2584-20027, bid deadline Apr. 4. Terms in English, specifications in French. Director, Central Purchasing Authority, Republic of Viet-Nam, P.O. Box H5, Saigon.★ (Telephone: 202-WO 7-2939).

399 Manufacturing industries

FRANCE—Electric vibrators designed for beauty and barber shops; portable steam bath cabinet sets. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8, Cite Nollez, Paris, 18. WTD 4/19/66.

Advertising displays, including neon signs, advertising novelties. Direct purchase and agency. Sodirem—Societe pour la Diffusion de Radio et Electromenagers (importer, wholesaler, retailer), 91, Boulevard Carnot, 59 Lille. WTD 6/21/66.

NETHERLANDS—All types of novelties for mail-order sale. Quote c.i.f. Rotterdam prices. Direct purchase and agency. Vanriel (importer, exporter, agent, mail-order firm), 64 Bergweg or P.O. Box 3067, Rotterdam. WTD 5/31/66.

505 Farm products, raw materials

MEXICO—Untanned kid skins. Requests price quotations c.i.f. Mexico. Camara Regional De La Industria De Curtiduria En Jalisco, apdo. Postal 650, Guadalajara, Jalisco.

SWEDEN—Raw furs, lynx, muskrat, mink, racoon, nutria, beaver. J. G. Ullman & Co. (wholesaler), Vastra Hamngatan 10, Goteborg C. WTD 2/23/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy products

PAKISTAN—Milk powder. Requests quotations, c. & f. Karachi. Jaffer Overland Traders (importer), 78/A 1st Floor, Cochinwala Market, P.O. Box 4077, Karachi 2. WTD 2/67.

204 Grain mill products

FRANCE—Raw materials for preparation of feeds for animals, fowls. Societe des Produits pour l'Industrie & l'Agriculture—S.P.I.A. (im-

porter, dealer, agent), 11, Rue de Provence, Paris, 9e. WTD 7/12/66.

Seed oils. Requests replies in French. Perrotte Poullard & Cie (importer, manufacturer, dealer), 5, Rue de l'Entrepot, 76 Dieppe. WTD 6/3/66.

209 Food preparations

NETHERLANDS—Soybean lecithin. H. G. Muysson N.V. (commission agent), P.O. Box 778, or 32a Westersingel, Rotterdam. WTD in preparation.

220 Textile mill products

SWEDEN—Piece goods of wool, cotton and synthetic fibers for ladies' garments; textile piece goods for curtains. Fredrik Viktorin AB (importer, sales agent), Vasterlanggatan 79, Stockholm C. WTD 2/15/66.

221 Broad woven fabric mills, cotton

FRANCE—High quality press-cloth, for printing purposes. Societe des Produits pour l'Industrie & l'Agriculture—S.P.I.A. (importer, dealer, agent), 11, Rue de Provence, Paris, 9e. WTD 7/12/66.

Pillowcases, sheets, towels and toweling, table covers. Requests replies in French. Georges Bigo (agent), 44, Rue Princesse, 59 Lille. WTD 6/21/66.

222 Broad woven fabric mills, manmade fiber, silk

HONG KONG—"Dacron"/wool and "Dacron"/rayon suitings. Exclusive agency. Leung Yew, Ltd. (importer, exporter), 16th Floor, Wang Kee Bldg., 34-37 Connaught Rd., Central. Cable: Lycoo. WTD in preparation.

225 Knitting mills

FRANCE—Shirts (outerwear): tennis, tee, basque, polo, sweat and sport; men's, boys' nightwear; full fashioned socks, stockings. Requests replies in French. Georges Bigo (agent), 44, Rue Princesse, 59 Lille. WTD 6/21/66.

229 Textile goods

FRANCE—Towels, toweling, linen, linen and cotton mixtures; lace table covers. Requests replies in French. Georges Bigo (agent), 44, Rue Princesse, 59 Lille. WTD 6/21/66.

232 Men's, youths', boys' furnishings

FRANCE—Men's youths', boys' shirts. Requests replies in French. Georges Bigo (agent), 44, Rue Princesse, 59 Lille. WTD 6/21/66.

233 Women's, misses', juniors' outerwear

FRANCE—Women's, misses' shirts. Requests replies in French. Georges Bigo (agent), 44, Rue Princesse, 59 Lille. WTD 6/21/66.

234 Women's, misses', children's, infants' undergarments

FRANCE—Women's, misses' underwear, nightwear. Requests replies in French. Georges Bigo (agent), 44, Rue Princesse, 59 Lille. WTD 6/21/66.

239 Fabricated textile products

FRANCE—Automobile trimmings, automobile seat covers. Cidape, S.A. (wholesaler, agent), 8, Rue Martin Bucer, 67 Strasbourg. WTD 2/23/67.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Plywood. Societe Francaise de Materiaux—Soframa (importer, dealer), 177, Avenue de Neuilly, 92 Neuilly-sur-Seine (Hte de Seine). WTD 6/23/66.

249 Wood products

GREECE—Wooden poles. Aktina (agency), 18 Hermou St., Athens, 126. WTD 10/25/66.

SPAIN—Wood fiber board, hard pressed. Gregorio D. Barreto Gonzalez (agent, wholesaler), Apartado 1176, Santa Cruz de Tenerife. WTD 1/67.

271 Newspapers, publishing, printing

NETHERLANDS—Newspapers and weeklies for both single copy sale and subscriptions. Exclusive agency. N. V. v/h Van Ditmar's Import importer, distributor, retailer, exporter), 32-36 Schiestraat or P.O. Box 262, Rotterdam-4. WTD 2/67.

272 Periodicals, publishing, printing

NETHERLANDS—Magazines and periodicals for both single copy sale and subscriptions. Exclusive agency. N. V. v/h Van Ditmar's Import (importer, distributor, retailer, exporter), 32-36 Schiestraat or P.O. Box 262, Rotterdam-4. WTD 2/67.

281 Industrial chemicals

NETHERLANDS—Basic chemicals and raw materials for manufacture of pharmaceutical products. Chemolanda N.V. importer, wholesaler), 14 Elandstraat, The Hague. WTD 7/20/66.

282 Synthetic materials

FRANCE—Thermo-welded flexible and waterproof packaging materials. Societe d'Etudes & d'Exploitations Techniques (manufacturer), 53, Avenue Raymond-Poincare, 60 Margny-Les-Compiegne. WTD 4/12/66.

PAKISTAN—Vulcanized fiber sheets. Requests catalogs, quotations, c. & f., Karachi. Jaffer Overland Traders (importer), 78/A 1st Floor, Cochinwala Market, P.O. Box 4077, Karachi 2. WTD 2/67.

283 Drugs

HONG KONG—Pharmaceutical preparations, including antibiotics, and patent medicines, in vial or tablet form. Exclusive agency. Triwo Enterprises (importer, wholesaler, exporter), Room 12, 15th Floor, Liu Chong Hing Bank Bldg., Nathan Rd., Mongkok, Kowloon. Cable: Chohowa. WTD in preparation.

ITALY—Diagnostic agents, chemical products for analysis, and for scientific, hospital use. Sos. D.ri Mascia-Brunelli a r.l. (distributor), Via Manzoni 41, Milan. WTD 2/67.

PAKISTAN—Medicinal chemicals, botanical products. Requests catalogs, quotations, c. & f. Karachi. Industrial Contracting & Trading Co. (importer), 13 Gulshan Terrace, Bunder Rd., Karachi. WTD 11/14/66.

Pharmaceutical preparations, drugs and patent medicines. Requests catalogs, quotations, c. & f., Karachi. Capitol Chemico (importer), Opp. Iddgah, Jamia Cloth Market, Bunder Rd., Karachi. WTD 9/13/66.

285 Paints, varnishes, lacquers, enamels

FRANCE—Peelable varnishes for temporary protection. Societe d'Etudes & d'Exploitations Techniques (manufacturer, exporter), 53, Avenue Raymond-Poincare, 60 Margny-Les-Compiegne. WTD 4/12/66.

289 Chemical products

FRANCE—Corrosion inhibitors. Societe d'Etudes & d'Exploitations Techniques (manufacturer, exporter), 53, Avenue Raymond-Poincare, 60 Margny-Les-Compiegne. WTD 4/12/66.

Printing ink, additives for printing purposes, typography, offset, heliography. Societe des Produits pour l'Industrie & l'Agriculture—S.P.I.A. (importer, dealer, agent), 11, Rue de Provence, Paris, 9e. WTD 7/12/66.

NETHERLANDS—Chemical products for plastic, rubber, printing ink, paint and preservative, petro-chemical industries. Chemolanda N.V. (importer, wholesaler), 14 Elandstraat, The Hague. WTD 7/20/66.

Water treating compounds, softeners, demineralizers. Home N.V. (importer, wholesaler, manufacturer), 221 Lekstraat, The Hague. WTD 2/9/67.

325 Structural clay products

FRANCE—Floor and wall ceramic tile: glazed and unglazed, for bathroom. Requests replies in French. Raymond Lovaert (agent), 90, Rue Saumuroise, 49 Angers. WTD 5/31/66.

326 Pottery, related products

FRANCE—Bathroom accessories, vitreous china and earthenware; vitreous china plumbing fixtures. Requests replies in French. Raymond Lovaert (agent), 90, Rue Saumuroise, 49 Angers. WTD 5/31/66.

331 Steel mill products

PAKISTAN—Steel towers, structural steel and allied products. Requests catalogs, quotations, c. & f., Karachi. Pak Universal Trading Corp. (importer), E-33 Block-F, North Nazimabad, P.O. Box 2158, Karachi. WTD 2/67.

Steel sheets, steel billets, iron pipes, allied products. Requests catalogs, quotations, c. & f., Karachi. Pak Universal Trading Corp. (importer), P.O. Box 2158, Karachi. WTD 2/67.

Mild steel plates, galvanized iron pipes and sheets, allied steel products. Requests catalogs, quotations, c. & f., Karachi. Rais Corp. (importer), 3rd Floor, Nadir House, P.O. Box 4869, McLeod Rd., Karachi. WTD 11/21/66.

342 Cutlery, hand tools, general hardware

FRANCE—Automobile hardware. Cidape, S.A. (wholesaler, agent), 8, Rue Martin Bucer, 67 Strasbourg. WTD 2/23/67.

Yacht hardware. Allard Rayon Yacht Chandler—A.R.Y.C. (importer, dealer, retailer, agent), 37, Rue Poussin, Paris, 16e. WTD 6/23/66.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Sanitary products for use in bathrooms, kitchens; related commodities for household use. Exclusive agency. Deal N.V. (importer, wholesaler, agent), 115 Groenendaal, Rotterdam. WTD in preparation.

344 Fabricated structural metal products

GREECE—Transmission towers. Aktina (agency) 18 Hermou St., Athens 126. WTD 10/25/66.

347 Coating, engraving services

FRANCE—Coatings for anti-corrosive papers. Societe d'Etudes & d'Exploitations Techniques (manufacturer, exporter), 53, Avenue Raymond-Poincare, 60 Margny-Les-Compiegne. WTD 4/12/66.

351 Engines, turbines

PAKISTAN—Outboard motors. Requests catalogs, quotations, c. & f., Karachi. Pak Universal Trading Corp. (importer), P.O. Box 2158, E-33 Block F, North Nazimabad, P.O. Box 2158, Karachi. WTD 2/67.

354 Metalworking machinery

FRANCE—Automobile maintenance equipment. Cidape, S.A. (wholesaler, agent), 8, Rue Martin Bucer, 67 Strasbourg. WTD 2/23/67.

SWEDEN—Air power wrenches, air pressure tools. Heyco Verktygs AB (importer, wholesaler, sales, agent), Grevgatan 15, Stockholm. WTD 6/29/65.

355 Special industry machinery

GERMANY—Photographic typesetting machines. Requests replies in German. D. Stempel A.G. (manufacturer, distributor), 6 Frankfurt/Main 70, Postfach 701160. WTD 2/67.

356 General industrial machinery

NETHERLANDS—Water treatment equipment, water filtering machinery for swimming pools and industry. Home N.V. (importer, wholesaler, manufacturer), 221 Lekstraat, The Hague. WTD 2/9/67.

357 Office, computing, accounting machines

AUSTRALIA—Automatic tape-controlled programmers for machine tools to be built into or attached to existing tools. Gibson Battle & Co. Ltd. (importer, wholesaler, manufacturer, agent), Box 1595, G.P.O., Sydney, N.S.W. WTD 2/67.

358 Service industry machines

FRANCE—High-pressure pumps for car washing; upholstery shampooing machines for cleaning automobile interiors. Societe Industrielle pour l'Equipment des Garages—S.I.P.E.G. (importer, wholesaler), 2 bis, Passage Gauthier, Paris, 19e. WTD 4/26/66.

NETHERLANDS—Mechanical water filters, water purification equipment, mechanical water softeners. Home N.V. (importer, wholesaler, manufacturer), 221 Lekstraat, The Hague. WTD 2/9/67.

359 Machinery

NETHERLANDS—Water leak detectors. Home N.V. (importer, wholesaler, manufacturer), 221 Lekstraat, The Hague. WTD 2/9/67.

361 Electric transmission, distribution equipment

GREECE—Circuit breakers, voltage measuring equipment, relays, power transformers, switches, fuses. Aktina (agency), 18 Hermou St., Athens 126. WTD 10/25/66.

NETHERLANDS—Highly specialized materials and equipment used in the distribution of electric current and in power plants; high voltage equipment for electric systems and laboratories. Exclusive agency. N.V. Megavolt (agent, exporter), 6 Nassaulaan, Maastricht. WTD in preparation.

362 Electrical industrial apparatus

FRANCE—Electronic timing devices; electronic controls, control accessories. Tranchant Electronique (importer, wholesaler), 19-21, Rue Madame de Sanzillon, 92 Clichy. WTD 11/4/66.

364 Electric lighting, wiring equipment

FRANCE—Connectors for electronic application. Tranchant Electronique (importer, wholesaler), 19-21, Rue Madame de Sanzillon, 92 Clichy. WTD 11/4/66.

365 Radio, television receiving sets

FRANCE—Audio amplifiers (commercial types); d.c. and pulse amplifiers. Tranchant Electronique (importer, wholesaler), 19-21, Rue Madame de Sanzillon, 92 Clichy. WTD 11/4/66.

PAKISTAN—Automobile radios; radio parts, accessories. Requests catalogs, quotations, c. & f., Karachi. Radio Traders (importer), Wahab Mansion, Frere Rd., P.O. Box No. 7504, Karachi. WTD 2/67.

366 Communication equipment

FRANCE—Control electric signals for marine use. Allard Rayon Yacht Chandler—A.R.Y.C. (importer, dealer, agent, retailer), 37, Rue Poussin, Paris, 16e. WTD 6/23/66.

PAKISTAN—Antennas, radio and T.V. Requests catalogs, quotations, c. & f., Karachi. Radio Traders (importer), Wahab Mansion, Frere Rd., P.O. Box No. 7504, Karachi. WTD 2/67.

367 Electronic components, accessories

FRANCE—Potentiometers and rheostats, types used as electronic components; printed circuit connectors; condensers and capacitors, attenuators, resistors and relays: for electronic application; electronic switches; vacuum tube switches. Tranchant Electronique (importer, wholesaler), 19-21, Rue Madame de Sanzillon, 92 Clichy. WTD 11/4/66.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Gasoline automotive engines of 350 to 450 cu. in. converted for driving high-speed emergency pumps, alternators. Marine Motors Agencies (manufacturer, retailer, importer, exporter), 1 Verbindingsdok, Antwerp. WTD 1/2/67.

FRANCE—Automobile parts, accessories. Cidape, S.A. (wholesaler, agent), 8, Rue Martin Bucer, 67, Strasbourg. WTD 2/23/67.

Automobile air conditioners. Cidape, S.A. (wholesaler, agent), 8, Rue Martin Bucer, 67 Strasbourg. WTD 2/23/67.

373 Ship building, repairing

FRANCE—Trawler equipment. Requests replies in French. Societe de Materiel Industriel et Naval (importer, dealer), 4, Avenue Clemenceau, 78 La Celle St. Cloud (Yvelines). WTD 6/20/66.

House boats. Michel Parrat (importer, dealer, agent), 23, Rue Pierre Curie, 94 Ivry-sur-Seine (Val-de-Marne). WTD 6/23/66.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Pleasure boat and fishing craft navigation instruments. Requests replies in French. Societe de Materiel Industriel et Naval (importer, dealer), 4, Avenue Clemenceau, 78 La Celle St Cloud (Yvelines). WTD 6/20/66.

Yacht navigation instruments. Allard Rayon Yacht Chandler—A.R.Y.C. (importer, dealer, retailer, agent), 37, Rue Poussin, Paris, 16e. WTD 6/23/66.

NETHERLANDS—Chemical analyzing apparatus; complete equipment and parts. Exclusive agency. Becker-Delft N. V. (importer, exporter, agent, manufacturer), P.O. Box 219 or 113 Vulcanusweg, Delft. WTD 5/31/66.

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384 Surgical, medical, dental instruments

FRANCE—Life jackets. Allard Rayon Yacht Chandler—A.R.Y.C. (importer, dealer, retailer, agent), 37, Rue Poussin, Paris, 16e. WTD 6/23/66.

ITALY—Personal safety appliances and equipment except gloves, shoes, clothing. Aziende Riunite Minetto & Figlio, S.A. (distributor), Via E. Villoresi 7, Milan. WTD 2/67.

393 Musical instruments, parts

FRANCE—Violins and parts, accordions, trumpets, xylophones, saxophones, clarinets, flutes, guitars, electric guitars and amplifiers, mandolins, banjos, electric chord organs. Requests replies in French. Etablissements Deblaye et Meunier Reunis (manufacturer, dealer), 42, Rue de Paradis, Paris, 10e. WTD 6/23/66.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

JAMAICA—Fresh tropical fruits and vegetables in export boxes, including avocadoes, mangoes, passion fruits, guavas, papayas, limes, sorrel, coconuts, breadfruit, plantains, sweet potatoes yams, okras, pumpkin, pigeon peas; processed "native" foods canned and bottled, pumpkin and other "native" soups, okras, yams, breadfruit, ackees, peppers and spices, mango and guava nectars, preserves and jellies. Michael McNair (Representative) (exporter), Highland Pride Ltd., 1 Mannings Ave., Kingston 8. WTD 1/30/67.

208 Beverage industries

SPAIN—White and red dry table wines, sweet wines, vinegars and non-alcoholic grape juice; bottled or in bulk. Requests replies in Spanish. Rojas y Compania, S.R.C. (wholesaler, manufacturer), Alhondiga Municipal, Bilbao. WTD 3/67.

224 Narrow fabrics, other smallwares mill

COLOMBIA—Cotton tape for zipper and slide fasteners, any size and color. Industrias Emilio Yidi e Hijos Ltda. (manufacturer, wholesaler, exporter), Apartado aereo (Air Mail P.O. Box) 392, Barranquilla. WTD 2/22/67.

314 Footwear, except rubber

SPAIN—Leather shoes for ladies, men, children. Martin & Sintes (manufacturer, exporter), Rios Rosas 10, 1°-D, Madrid (3). WTD 10/28/66.

326 Pottery, related products

SPAIN—Hand-decorated chinaware for household use; decorative china; artistical ceramic articles. Martin & Sintes (manufacturer, exporter), Rios Rosas 10, 1°-D, Madrid (3). WTD 10/28/66.

328 Cut stone products

SOUTH AFRICA—Onyx marble table tops, pen stands, cigarette lighter bases, clock bases, thermometer and barometer bases. Illustrated brochure available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. R. G. Niemoller (Pty.) Ltd. (manufacturer), P.O. Box 45, Pofadder via Kakamas, Cape Province. WTD 2/23/67.

342 Cutlery, hand tools, general hardware

SWEDEN—Push and pull handle for metal doors, windows. Livereds Mekaniska Verkstad AB (manufacturer, wholesaler), Ravlanda. WTD 2/21/67.

Marine hardware and yacht equipment such as sheaves, deck blocks, genoa blocks, bilge valves, jam cleats, sheet lead eyes, snubbing winches. Jarnforadlings Vasterviksfabrik AB, Halleforsnas. WTD 2/27/67.

354 Metalworking machinery

COLOMBIA—Steel and carbide dies and punches for use with precision machinery in manufacture of slide fastener hooks, eyes, and pullers. Industrias Emilio Yidi e Hijos Ltda. (manufacturer, wholesaler, exporter), Apartado Aereo (Air Mail P.O. Box) 392, Barranquilla. WTD 2/22/67.

371 Motor vehicles, motor vehicle equipment

FRANCE—Automobile accessories, spare and replacement parts, maintenance articles and supplies for passenger cars of French makes. C. Ragot & Fils (Etablissements) dealer, exporter), 161 Rue Guillaume-Leblanc, 33- Bordeaux, Gironde. WTD 2/22/67.

399 Manufacturing industries

JAMAICA—Ladies' handbags of raffia and straw; hats, place mats, other straw goods. Michael McNair (Representative) (exporter), Highland Pride Ltd., 1 Mannings Ave., Kingston 8. WTD 1/30/67.

SPAIN—Wigs and wiglets; wood carvings copying antique figures of monks, saints, heads. Martin & Sintes (manufacturer, exporter), Rios Rosas 10, 1°-D, Madrid (3). WTD 10/28/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRIA—In connection with the construction of permanent headquarters for the UN Industrial Development Organization (UNIDO) and the International Atomic Energy Agency (IAEA), the Austrian Federal Government and the city of Vienna have reached agreement on the establishment of **an international center, a so-called UN-Center,** in Vienna. Under the terms of the agreement Vienna will provide the site and 35% of the total cost while the Federal Government will pay the remaining 65%. The total cost of the project is estimated roughly at about 500 to 550 million schillings (about $19 million to $21 million). The Austrians are hopeful that the UN-Center, which is to be located north of the Danube River amidst newly developed park grounds (Donaupark), will eventually also house other international organizations. The site is large enough to permit any desired expansion.

Preparatory work on the project is reportedly in full swing. On Feb. 1, the City's Planning Commission submitted a comprehensive site study to Finance Minister Schmitz. On Feb. 21, the Austrian Cabinet authorized Secretary of State Bobleter to take up respective negotiations with IAEA and UNIDO which had surveyed and approved the proposed site. Except for the agreement in principle by the Federal Government and Vienna to finance jointly the project according to the above described ratio, no information is yet available on the planned method of financing the project. It is understood that foreign as well as domestic architects will be invited to submit plans. The chances for U.S. firms to participate in the actual construction work appear to be nil. According to press reports, the projected international architectural competition is to be announced this spring or early summer.

As it has not yet been decided whether the Federal Government and the city will act jointly as builder or whether the city will do so alone on behalf of the Government, it is impossible to say as yet who will eventually be responsible for the project. At the present time and state of affairs, it may be best to contact Stadtbaudirektor, Dipl. Ing. Dr. techn. Rudolf Koller, Magistrat Wien, Rathaus, A-1082 Wien, for information on the project.

AUSTRALIA—The New South Wales Government has decided to resume construction of **Sydney's Eastern Suburbs Railway** within two or three months. The Premier, Robin Askin, announced that the project, now estimated to cost US $95,000,000, will be completed within ten years.

Stations will be at Chalmers St., Town Hall, Martin Place, King's Cross, Rushcutters Bay, Edgecliff, Woollahra, Bondi Junction, Charing Cross, Frenchman's Rd., Randwick, University of NSW and Kingsford. There will be bus-rail interchanges at Edgecliff, Bondi Junction, Randwick and Kingsford, and combined bus-rail tickets will be issued.

CANADA—Premier Louis J. Robichaud of New Brunswick has announced that a **million-dollar herring reduction plant** is being built at Head Harbor on Campobello Island. Canadian Seafood, Ltd., owners and operators of the plant, is a new company formed from a partnership between the Arthur Koser Co., Hamburg, Germany, and Mattuna Fisheries of Campobello. It is the first of several fish plants the company expects to set up in New Brunswick. As the Premier said, it is "the first stage of what we expect will be a multi-million dollar development."

It is planned that the new facility will initially process 350 tons of herring daily, yielding 70 tons of fishmeal and 35 tons of fish oil. The bulk of the meal will go to U.S. markets; the oil will be sold in Montreal and Toronto. Within a two-year period the plant's reduction capacity will be doubled to 700 tons daily. Additional plants will be established for fish filletting, freezing, and canning. They will also handle smoked and marinated herring.

Contractors are GIFCO. Ltd., Moncton, New Brunswick. The plant will be housed in a 320-ft. long, 25,600 square foot building, the ground for which has already been broken.

An **electric-furnace phosphorus-manufacturing complex** is planned for the vicinity of Long Harbor on the Placentia Bay of Newfoundland. The C$40 million plant will be owned and operated by Electric Reduction of Canada, Ltd., (ERCO), Toronto, a wholly-owned subsidiary of Albright & Wilson, London, England.

Gulf Design Canada, Ltd., a wholly-owned subsidiary of Gulf Design Corp., Lakeland, Florida, has been awarded the contract for engineering design of the plant. The construction firm has not been announced.

DOMINICAN REPUBLIC—The Inter-American Bank has announced the approval of a loan equivalent to $2,950,000 to the Dominican Republic to **help expand and improve**

the water supply system and build sewage facilities for Puerto Plata, a port on the northern coast. The project, which will also benefit two nearby communities, will be carried out by the Instituto Nacional de Aguas Potables y Alcantarillados, a public agency responsible for the nation's water supply and sewage services. The total cost of the project is $4,150,000, of which the Bank will finance 72% and local sources the remainder.

The water supply project calls for construction of intake facilities at the Sosua River; a 14-mile conduit which will be interconnected with an existing line to improve the supply of the communities of Sosua and Montellano; a pumping station and storage tank; expansion of the distribution network by 25 miles and installation of 4,000 meters. The sewage project calls for construction of main and secondary interceptors, and of a submarine outfall or a primary treatment plant, depending on the results of ocean current studies.

MALAGASY—The Malagasy Government is seeking firms which would be interested in the construction and operation of a **textile mill in Madagascar.** Several European firms have already expressed interest in the project, but the government would also welcome U.S. participation.

The government bureau which made preliminary studies, the Bureau for the Promotion of Industrial Development (BDPI), has projected a mill with an immediate annual capacity of 1,500 metric tons of finished cotton or cotton and synthetic cloth with the possibility of expansion to 2,800 metric tons. The study, in the French language, which is available at the U.S. Department of Commerce from the Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230 (Telephone: 202-WO 7-4674), calls for a cloth weight of 50 by 50 (metric number). Capital investment is estimated at 8.5 million dollars with Malagasy Government capital participation assured through the National Investment Society. The amount of this participation is subject to negotiation; it is conceivable that it could be in excess of 50% if that were desirable.

Write: Monsieur G. Ramenason, Directeur, Bureau de Developpement et de Promotion Industriels, Boite Postale 3180, 33 Rue de Liege, Tananarive, Madagascar.

The Malagasy Government, through the Bureau for the Promotion of Industrial Development (BDPI), is interested in U.S. participation in a **project for a dehydrated fruit and vegetable plant.** The BDPI wants the production of dehydrated fruit and vegetables for reconstitution or use in powdered soups, jams, etc.

The Government is particularly interested in working with a U.S. machinery exporter who could provide the equipment for the plant and technical assistance and quality control guidance and who would be interested in importing the dehydrated products for sale on the U.S. or world markets.

Write: Monsieur G. Ramenason, address as above.

MEXICO (1 peso=$.08)—The Director General of the Federal Electricity Commission has announced that four Mexican steel companies have or are to establish consortiums which will invest 800 million pesos in a **project to exploit iron ore deposits of Pena Colorada, in the State of Colima, and construct a steel mill.**

The proposed Pena Colorada steel mill will use from 10,000 to 15,000 KW, which is to be supplied by the newly completed electric power line from Guadalajara to Colima.

U.S. firms interested in this project should maintain contact with Mexico's "Big Four" steel mills, all of which are mentioned as future members of consortiums to own new steel mills or iron processing plants. U.S. firms should write: Altos Hornos de Mexico, S.A., Plaza de la Republica 43-2° piso, Mexico, D.F.; Cia. Fundidora de Fierro y Acero de Monterrey, S.A., Monterrey, N.L., Mexico; Hojalata y Lamina, S.A., Monterrey, N.L., Mexico; Tubos de Acero de Mexico, S.A., Veracruz, Ver., Mexico.

SURINAM—The Government of Surinam has commissioned Arthur D. Little, Inc., 1735 Eye St., NW., Washington, D.C., to make detailed **feasibility studies of the development of the western part of Surinam,** generally referred to as Kabalebo, which has large bauxite deposits coupled with water power potential.

Construction Awards

IRAQ—The Director General of the Tobacco Monopoly has just announced that the U.S. firm AMF (American Machine and Foundry) recently signed a contract for the supply of ID 450,000 (ID 1 = $2.80) worth of equipment for the Tobacco Manipulation Plant at Sulaimaniya. Civil construction will be carried out by a local contractor. The factory is scheduled to be completed about May 1, 1969.

The West German firm Zublin and the Italian electric consortium G.I.E. have concluded contracts with the GOI for the ID 6.5 million hydroelectric installation at the Samarra Barrage on the Tigris River some 75 miles north of Baghdad.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

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BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA. 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel.. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—S. H. Weston, Managing Director, Weston Electronics Pty. Ltd., 376 Eastern Valley Way, Roseville, N.S.W., **interested in contacting U.S. manufacturers of general electronic equipment, and particularly radio communications equipment with the view to negotiating arrangements to manufacture under license and/or joint ventures,** and requesting technical information. Last week in March via San Francisco for six weeks. c/o U.S. Dept. of Commerce Field Offices in San Francisco, Los Angeles, Kansas City, Chicago, New York. Itinerary: San Francisco, Los Angeles, Stockton, Anaheim, Escondido, Long Beach in Calif.; Kansas City, Chicago, Rochester, N.Y. WTD 6/22/66 on Jacoby, Mitchell & Co. Pty. Ltd.

BELGIUM—Hugo Goossens, Albitum n.v., 51 Lange Nieuwstraat, Antwerp, **interested in building materials, structural steel.** March 27 via New York for four weeks. c/o Lexington Hotel, Lexington Ave. & 48th St., New York, N.Y. Itinerary: New York, Natchez, Miss., Washington, D.C., Chicago. WTD 02-67.

GREECE—Thrassivoulos Kazianis, representing his own firm, Platonos 116, Athens 207, **interested in contacting U.S. manufacturers of dry cleaning, dyeing, laundry and pressing machinery to discuss availability of new machinery that might be usefully applied to Greece and visiting these plants.** March 2 via New York for approx. one month. c/o C. Cazianis, 346 Rosedale Ave., St. Louis, Mo. 63112. Itinerary: New York, Washington, Cleveland, St. Louis, Chicago. WTD in preparation.

GERMANY—Dr. Hans Drissler, Honorary Consul General of Japan in Frankfurt, and Hans Joachim Drissler, representing Drissler & Co., Frankfurt/Main-Hausen, Postfach 88, Insterburger-Str. 16, **interested in high strength papers and wet strengthened, heat sealing, long fiber tissues for industrial conversion; fine papers for graphic arts; paper used in making disposable dresses,** and requesting technical information. March 25 via New York for four days. c/o Clients Mail Dept., American Express, 61 W. 51st St., New York. Itinerary: 3/25 New York, 3/28 Chicago. WTD 02-67.

GUATEMALA—Ing. Paul Parent B., Energia, Ltda., Edificio Bearn, 10a. Calle 6-37, Zona 1, Oficina 303, Guatemala City, **interested in direct purchase and agency for electric lighting equipment, wiring devices, switchgear, switchboard apparatus, electronic components,** and requesting technical information. March 19 via Miami for four to five days. c/o Institute of Electrical & Electronic Engineers, Inc., 72 W. 45th St., New York, 10036. Itinerary: New York, Miami. WTD in preparation.

JAPAN—Takumi Itoh, Managing Director, Ueno Foundry Works, Ltd., 6-29, Suyenaga, Yokkaichi City, Mie Prefecture, **interested in purchasing iron, steel and aluminum scrap.** March 15 via Los Angeles for 45 days. c/o Statler Hilton Hotel, 930 Wilshire Blvd., Los Angeles, Calif. Itinerary: Los Angeles, San Francisco, Chicago, Cleveland, Houston. WTD in preparation.

NETHERLANDS—Sicco H. Reitsman, general manager, ANRU, N.V., 80 Wijnhaven, Rotterdam, **interested in purchasing and distributing electronic equipment and components;** will attend International Electric & Electronics Engineers Exhibition in New York. March 19 via New York for three weeks. c/o Wm. H. Muller Intl. Travel Corp., 122 E. 42nd St., New York, 10017. Itinerary: 3/19-22 New York, 3/23-24 Houston, 4/1-5 Los Angeles, 4/3-4 Anaheim, 4/6-8 San Francisco, 4/9-11 New York. WTD 01-67.

SWEDEN—Dr. Per Udden, Medical-technical chief, Technical Aids for the Handicapped (non-profit foundation), P. O. Box 115, Timra, **interested in showing the "Permobil", a chair for disabled persons, to rehabilitation centers, veterans and military hospitals.** March 10 via New York for one month. c/o U.S. Department of Commerce Field Offices en route. Itinerary: New York, Washington, Chicago, San Francisco, Los Angeles.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated February.

Aircraft and Aeronautical Equipment—Importers and Dealers—Greece.
Cooperage and Containers—Importers and Dealers—Hong Kong.
Cooperage and Containers—Importers and Dealers—Norway.
Curios, Novelties and Handicrafts—Manufacturers and Exporters—Bolivia.
Dairy Producers—Greece.
Dairy Producers—Sweden.
Dairy Producers—Uruguay.
Glass and Glassware, Chinaware & Household Pottery Products—Importers and Dealers—Federal Republic of Germany and West Berlin.
Leather and Shoe Findings—Importers and Dealers—Mexico.
Paints, Varnishes and Pigments—Importers, Dealers, and Manufacturers—Switzerland.
Petroleum Products—Importers, Dealers, Producers and Refiners— Honduras.
Seeds and Bulbs—Importers, Dealers and Exporters—Italy.

Kuwait seeks three sewage treatment plants for projects

A Kuwait firm, Badr al-Mulla & Bros., seeks to represent a U.S. firm capable of supplying three sewage treatment plants on a turn-key basis for government sewage projects. The areas and capacities of the plants are as follows: A high rate plant in the coastal area for processing 300 liters of sewage per person per day for a population of 155,000 persons plus 70 liters per second continuous industrial waste. The quality of sewage is to be five-day BOD domestic and industrial waste at 220 mg./liter; a complete extended aeration type plant in Jahra for processing 375 liters per person per day for a population of 10,000 persons. The quality of sewage is to be five-day, BOD domestic waste at 200 mg/liter; a complete extended aeration type plant on Failaka Island for processing 375 liters per person per day for a population of 18,000 persons, with the same quality as for Jahra.

The value of the contract is estimated at $2 million. The government registration period closes Mar. 27.

Write: Badr al-Mulla & Bros., P.O. Box 177, Kuwait. WTD 3/6/67.

Ethiopia invites bids on Pilot School plan, building materials

The Ministry of Education & Fine Arts invites bids on the construction of a pilot school at Debre Marcos, Gojjam Province, Ethiopia, and also for the supplying of required building materials for schools listed in the tender documents in accordance with the Secondary Level Education Expansion Programme under IDA loan project.

A set of contract documents of the Project No. IDA 37/RSJ can be obtained from the Architect's Dept. of the Imperial Ethiopian Ministry of Education & Fine Arts, P.O. Box 1367, Addis Ababa, upon payment of approximately $60; further technical information may be obtained from the Studio Mezzedimi, Architects & Consulting Engineers, Eden St., P.O. Box 3070, Addis Ababa. Bid deadline is noon, April 21.

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Ceylon extends bid deadline on Colombo building project

The Government of Ceylon announces that the bid deadline for the construction of 5,208 apartments in Colombo has been extended from 10 a.m., Mar. 1, to 10 a.m., Apr. 18. (INTERNATIONAL COMMERCE, Jan. 16)

New Books and Reports

***Trade and Trade Policy for Development.* By Staffan B. Linder. Published by Frederick A. Praeger, Inc. New York. 1967. 192pp. $6.00**

Mr. Linder, an associate professor at the Stockholm School of Economics, attempts to provide a consistent theory of trade for developing countries. He discusses the theoretical and practical problems that these nations face in their trade with advanced countries, with similar developing nations, and with countries whose economy is less developed than their own.

Professor Linder analyzes in detail such issues as the import minimum, the foreign-exchange gap, attempts to increase foreign-exchange earnings, and the usefulness of customs unions. His examination of commercial trade policy takes into account the difficulties faced by the whole spectrum of nations in the uncommitted world, and his detailed theoretical analysis includes a critique of many points that have been raised by economists of developing countries themselves, as well as by foreign observers.

In conclusion, Professor Linder offers a theory of trade policy which would provide a basis for constructive solutions to the problems that hamper the progress of underdeveloped countries.

Write: Frederick A. Praeger, Inc., 111 Fourth Ave., New York, N.Y. 10003.

***Japan Today and Tomorrow.* By Lawrence Olson. Published by the Foreign Policy Association. New York. 64pp. 75 cents.**

This is the most recent in the Foreign Policy Association's Headline Series, which is available by subscription at $4 per year.

The author is a professor of history at Wesleyan University and spent six years in Japan as staff associate of the American Universities Field Staff. In this booklet he discusses the powerful economic and political reasons for the continuation of the present relationship between the U.S. and Japan. U.S. policy since World War II has been to recreate and support a strong Japan with the hope that if the country's economy remained strong, its politics would be pro-Western.

Professor Olson discusses the differences between the United States and Japanese thought on such issues as China and Vietnam. He points out that Japanese nationalism will eventually lead it to an independent course of action, and urges that the country be guided toward taking a place in "the family of developed nations through agreements, international bodies, consortia for aid and a full range of bilateral and multilateral relationships.

Write: Foreign Policy Association, 345 East 46th St., New York, N.Y. 10017.

Economic Summaries

Eleven economic summaries prepared by U.S. commercial officers abroad are now available. The price is $1.50 each.

Reports for the third quarter of 1966: **Dominican Republic** (DIB 67-2, 17pp.); **Ecuador** (DIB 67-3, 16pp.); **Luxembourg** (DIB 67-6, 8pp.); **Philippines** (DIB 67-7, 14pp.); **Portugal** (DIB 67-8, 31pp.); **Rhodesia** (DIB 67-9, 15pp.)

Other reports cover: 1964-65 in **Tanzania** (DIB 67-10, 110pp.); 1965 in **Gabon** (DIB 67-4, 54pp.); 1966-70 in **Gabon** (DIB 67-5, 15pp.); 1966 in **Aden** (DIB 67-1, 5pp.); a five-month study in **Yugoslavia** (DIB 67-11, 20pp.)

Write: Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Va. 22151 (Attn: Code 410.66)

***1967 Directory of Foreign Consulates in Chicago.* Published by the Chicago Association of Commerce and Industry. Chicago. 22pp. 50 cents.**

Published annually since 1955, this directory is an up-to-date listing of the 215 Consuls General, Consuls, Vice Consuls, Chancellors, Trade Commissioners and staff members at the 52 foreign diplomatic missions in Chicago.

Included is a list of the states under the jurisdiction of each consular office and a supplement listing 32 organizations or representatives in Chicago having official or semi-official foreign government approval.

Write: World Trade Division, Chicago Association of Commerce and Industry, 30 West Monroe St., Chicago, Ill. 60603.

***Index to Catalog of Investment Information and Opportunities.* Published by the Agency for International Development. Washington, D.C. 1966. 124pp. Free.**

This is an index to the compilation of the data gathered in AID and other public, international and private studies of industrial feasibility and economy in friendly developing nations. These studies have been brought together and the principal data abstracted and printed on cards in the Catalog of Investment Information and Opportunities.

The index lists the reports by country and by major SIC groups and gives details for each, including the cost and order identification number.

Write: Agency for International Development, Office of Development Finance and Private Enterprise, Washington, D.C. 20523.

***The New Far East: Seven Nations of Asia.* Published by Reader's Digest Far East, Ltd. Hong Kong. 1966. 159pp. $15.**

This seven-nation market survey by International Research Associates assesses purchasing habits in Japan, Singapore, Hong Kong, Taiwan, the Philippines, South Korea and Thailand. Stress is on future intent to buy household and personal durables.

This study is the result of a major effort to measure and evaluate the standards of living, personal, economic and social wants and marketing potential of the people of this vast area.

Write: Charles E. Tuttle, Co., Inc., 28 So. Main St., Rutland, Vt. 05701.

***International Marketing.* By John M. Hess and others. Published by Richard D. Irwin, Inc., Illinois. 1966. 670pp. $12.**

This textbook explores those aspects of marketing which are unique to international business. Because the differences in marketing from country to country are less conceptual than environmental, the focus is on the environment and on the modifications of marketing thought and practices occasioned by environmental differences.

Write: Richard D. Irwin, Inc., 1818 Ridge Rd., Homewood, Ill. 60430.

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Calendar *for international traders*

ANN ARBOR—Mar. 29-30—BLU-TRADE Seminar, Institute for International Commerce, University of Michigan.

ATLANTA—Mar. 21—World Trade Conference, Parliament House. **Speaker: Fred Keyser, Caribbean Desk Officer, OIRE, U.S. Department of Commerce.** Sponsors: Atlanta World Trade Council; Commerce Field Office.

BETHLEHEM, Pa.—Mar. 29—Monthly meeting of World Trade Assn. of Lehigh Valley, Holiday Inn.

BOSTON—Mar. 22—Annual Meeting, Foreign Commerce Club of Boston, Parker House Roof.

CEDAR RAPIDS, Iowa—Mar. 21—Chamber of Commerce dinner meeting, 6 p.m. Sponsor: Foreign Trade Bureau of Chamber of Commerce.

CHICAGO—Mar. 22—Principles and Techniques of Exporting: Financing Sales. 6:15 and 8:15 p.m. sessions, Lighting Institute Auditorium. Sponsor: International Trade Club of Chicago.

CHICAGO—Mar. 23—Special interest meeting on "Containerization," 2 p.m., Carson Pirie Scott & Co. auditorium. Sponsor: International Trade Club.

CHICAGO—Mar. 29—Principles & Techniques in Exporting, "Transportation & Shipping," Lighting Institute Auditorium, 6:15 p.m. Sponsor: International Trade Club.

CLEVELAND—Mar. 30—World Trade Conference. Sponsor: World Trade Assn.

CLEVELAND—Apr. 6—World Trade Luncheon. Sponsor: World Trade Assn.

DANBURY, Conn.—Mar. 21—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Commerce Field Office, Hartford.

DES MOINES—Mar. 27—Iowa-Mexico-Yucatan Day, Trade Development Conference, 9:30 a.m., Savery Hotel. Sponsors: Iowa Partners of the Alliance; Chamber of Commerce; Iowa Development Commission; Commerce Field Office.

DETROIT—Mar. 28—Export Marketing Workshop, 9:15 a.m., Rm. 456, Federal Bldg. Sponsors: REEC; Commerce Field Office.

DETROIT—Apr. 13—Exporters' Workshop. **Dinner speaker: G. Mennen Williams.** Sponsor: Committee of American Steamship Lines; Commerce Field Office.

FORT SMITH, Ark.—Mar. 28—Export Trade Conference, Ward Hotel. Sponsors: Chamber of Commerce; Port of New Orleans and Memphis Field Office.

GRAND RAPIDS—Mar. 28—Dinner Meeting of West Michigan World Trade Club, 6 p.m., Scottie's Restaurant.

HARTFORD—Mar. 28—In-Office Export Workshop, 2 p.m., Commerce Field Office. Sponsors: REEC; Commerce Field Office.

HOUSTON—Mar. 28—Export seminar on export credit and FCIA, World Trade Bldg., 3 p.m. Sponsors: Port of Houston; Commerce Field Office.

KANSAS CITY—Apr. 11—Meeting for Exporters, 6 p.m. Sponsors: REEC; Commerce Field Office; International Trade Club.

LAUREL, MISS.—Mar. 31—Meeting of Louisiana-Mississippi REEC, 10 a.m. at Sanderson Farms.

LONG BEACH, Cal.—Mar. 29—Exporters' Workshop. Sponsors: Committee of American Steamship Lines; Chamber of Commerce.

LOS ANGELES—Mar. 31—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsor: Commerce Field Office.

MEMPHIS—Mar. 21—World Trade Club, Sheraton Motor Inn.

MEMPHIS—Mar. 30—Export Credit Insurance Workshop, Rm. 396, Federal Bldg. Sponsors: REEC; Commerce Field Office.

MIAMI—Mar. 22—In-Office Workshop, 10:30 a.m., Commerce Field Office. Sponsors: South Fla. REEC; Commerce Field Office.

MIAMI—Mar. 30—In-Office Export Workshop, 10:30 a.m., Commerce Field Office. Sponsors: South Fla. REEC; Commerce Field Office.

MILWAUKEE—Apr. 6—Milwaukee World Trade Club annual meeting, Holiday Inn Central.

MINNEAPOLIS—Apr. 12—Monthly dinner meeting of Minnesota World Trade Assn.

NASHVILLE—Mar. 28—Ireland/Portugal Trade Mission Conference, Holiday Inn (Capitol Hill). **Speaker: Redington Fiske, Trade Mission member.** Sponsors: Middle Tennessee Exporters' Roundtable, REEC, Memphis Field Office.

NEW YORK—Mar. 21-22—Fiftieth Annual Conference of the International Executives Association. Theme: "Fifty Years of International Business—Past, Present and Future," Statler Hilton Hotel. **Speaker: E. E. Schnellbacher, Bureau of International Commerce,** on "Distribution, Transport & Communications."

OMAHA—Mar. 23—In-Office Workshop for New Exporters, Omaha Chamber of Commerce. Sponsors: REEC, Kansas City Field Office.

ST. LOUIS—Mar. 21—"Show You" Export Workshop, Conference Room of the Federal Building. Sponsors: REEC, St. Louis Field Office.

SAN FRANCISCO—Mar. 22—Export Finance & Insurance Seminar, Rm. 13211, New Federal Bldg., 9:30 a.m.

SEATTLE—Mar. 30—World Trade Club luncheon meeting, Benjamin Franklin Hotel, noon. **Speaker: Sen. Warren G. Magnuson** on "East-West Trade."

WASHINGTON, D.C.—Mar. 20—Brookings-MIT Seminar for Business Executives, "Issues in International Trade & Investment. **Speaker: Lawrence A. Fox, Bureau of International Commerce.**

YORK, Pa.—Mar. 21—Monthly meeting of World Trade Council, York Area Chamber of Commerce. **Speakers: William C. Henschel, Walter C. Clyde, Jr., Bureau of International Commerce.** Sponsor: World Trade Council.

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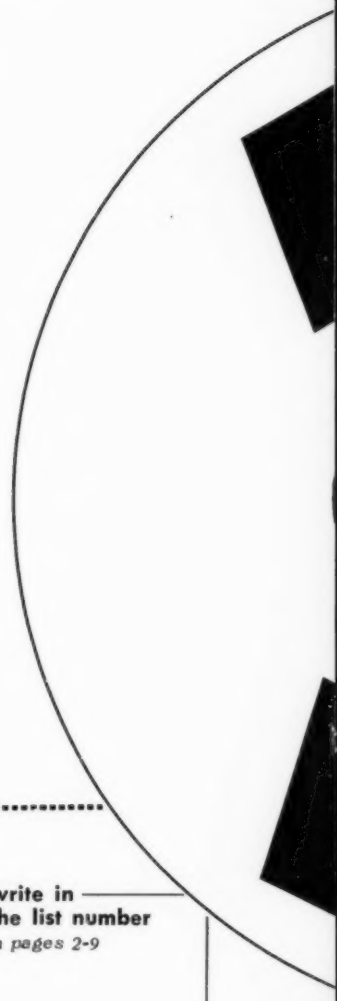

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